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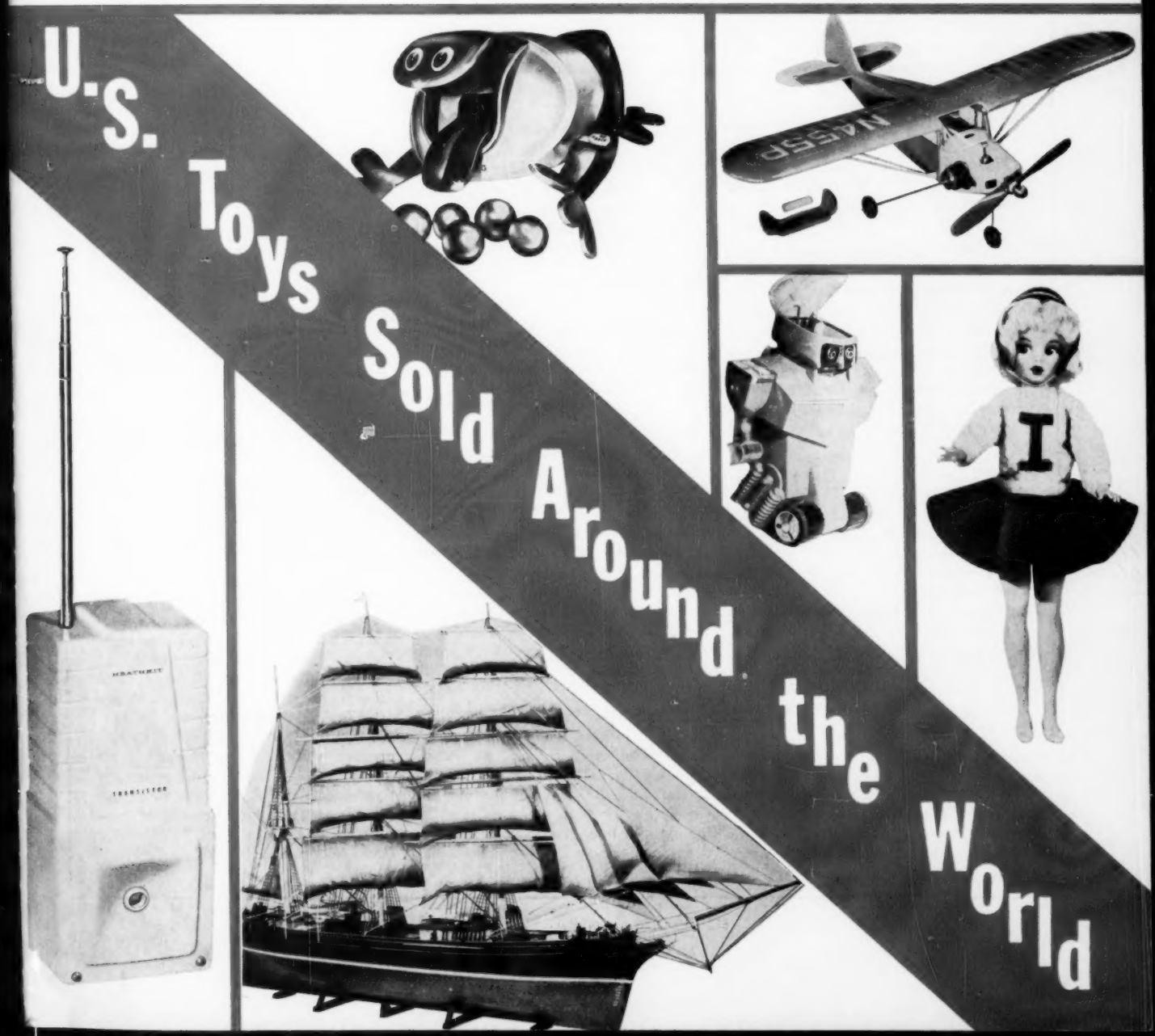

Business Bulletins *from around the world*

AFGHANISTAN—Under West Germany—Afghanistan agreement, West German firm to construct system of underground electric cables in Kabul.

Soviet Union to assist in expanding capacity of Kabul grain silo from present 20,000-ton capacity to 50,000 tons. Agreement also calls for USSR to construct plants to manufacture biscuits and macaroni in Afghanistan.

AUSTRALIA—November showed favorable trade balance of nearly $17 million, but preceding 4 months all had deficits. For 5 months ended November 30, trade deficit stood at $99 million compared with surplus of $207 million in same period last year. July 1 to November 30 imports totalled $1,037 million, increase of more than $255 million, over first 5 months 1961-1962; exports for the first 5 months 1962-1963 valued at $936 million, down $51 million from same period last year.

INDIA—Government to import large quantities of raw wool and wool tops for defense requirements.

Administration to accept applications from collieries up to end December for importation of mining machinery under August 1961 International Bank for Reconstruction and Development loan of $35 million to private sector coal industry.

IRELAND—National Fence Manufacturing Co. of Maryland to construct plant in Ireland for manufacture of chain-link fences, gates and welded concrete reinforcing fabric. Production to be geared to export, primarily to United Kingdom and Continent. Firm to finance undertaking through public stock offering in U.S.; in addition, Irish government to aid project with $560,000 grant under Industrial Development Act of 1958, which sets forth incentives for foreign participation in Irish industry.

ITALY—Foreign trade statistics for first 7 months of 1962 indicate increasing Italian market for U.S. metal-working machine tools. Total imports (cost, insurance and freight value) were $62.7 million, up 36.3% over same period of 1961. With imports from U.S. at $23.8 million (up 56.5%), U.S. share of market increased from 33% to 38%.

LUXEMBOURG—Du Pont to establish multi-million dollar plant to manufacture "Mylar" plastic film. Production to begin in mid-1964, with initial employment of approximately 400 persons, including 20 Americans.

MEXICO—Ministry of Industry and Commerce announces lifting of control on light tobacco filler and light tobacco wrapper imports into Free Zone of Baja California and part of State of Sonora. Move expected to aid local producers.

Ministry of Agriculture authorized to issue export permits for up to 40 purebred Charolais bulls within 1-year period. Stock consists of breeding animals destined for U.S. Such authorizations issued infrequently and this is first in 1962. Export to be arranged through Charolais International, Piedras Negras, Coahuila.

MOROCCO—Government amends mining code, establishes state control over atomic energy minerals should any be found in the country.

NEPAL—U.S. approves grant aid to Nepal of $15 million equivalent in PL 480 Indian rupees, with up to $8 million for fiscal 1963 and balance for fiscal 1964.

As part of $2.2 million loan offered to Nepal in 1961, United Kingdom agrees to provide $1.4 million for purchase of British power-generating equipment. Funds intended to provide for 20,000-kw increase in power supply, mainly in area from Kathmandu south to Birganj on Indian border.

PAKISTAN—Machinery for Pakistan's first marble-processing plant, to be installed at Islamabad, purchased from Italy for $105,000. Plant to have capacity of 500,000 square feet of mosaic marble tiles. Meanwhile, plant for manufacture of marble chips and slabs in production at Peshawar, with annual capacity of 5,000 tons of marble chips and 200,000 square feet of marble slabs.

Factory for making small hand tools, established under loan granted by Industrial Development Bank of Pakistan, went into production in November in former Sind area. It will have capacity to produce 50,000 dozen-units of engineer's files, hacksaw blades and wood-work saws.

SWEDEN—*Swedish Digest* reports Swedish Cellulose Company has entered agreement to acquire Danish Columbus group, which includes 1 paper mill and 3 corrugated-board factories in Denmark. Arrangement, subject to approval of Danish authorities, to take effect Jan. 2, 1963. Columbus group was founded in 1926 partly with Swedish capital and over past 10 years has built factories in Mombasa, Trinidad and Nairobi.

Construction of 3 petrochemical plants at Stenungsund on West Coast marks beginning of organic chemical industry in Sweden based upon petroleum. Heretofore, Sweden's indigenous organic chemical industries have been based upon alcohol produced by yeast fermentation of concentrated waste sodium sulfite liquors from production of sulfite pulp.

TURKEY—Chrysler International, Zurich, begins construction of Chrysler Sanayi Turk A.S., truck-assembly plant in Gebze. To be completed late in 1963 at cost of almost $9 million, plant to have initial annual capacity of about 2,000 trucks.

WEST GERMANY—Ball Brothers Co., Inc., of Muncie, Indiana, and German firm, Aktiengesellschaft fuer Zink-Industrie, vorm. Wilhelm Grillo, of Duisburg-Hamborn in Ruhr region, jointly establish Ball-Grillo Micrometall. According to *German International*, Ball-Grillo building photo-engraving plate plant at Huenxe, near Wesel in Rhineland, to go into operation in spring 1963. Ball photo-engraving plates up to now have been produced only by subsidiary, Rolled Plate Metal Works, Brooklyn, New York.

DEPOSITED BY THE
UNITED STATES OF AMERICA

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About the cover

American-made toys in greater numbers than ever before will gladden the hearts of youngsters overseas this year. Pictured on the cover are just a few of the U.S.-manufactured toys that were sold abroad in 1962, due in part to exhibits at Department of Commerce Trade Centers and Trade Fairs overseas. Toys shown are from the following firms: Bachmann Bros., Inc.; Colorforms; Comet Model Hobbycraft, Inc.; Daystrom, Inc.; Fisher-Price Toys, Inc.; A. C. Gilbert Co.; Ideal Toy Corp.; Rainbow Crafts, Inc.; Revell, Inc.

International Commerce

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December 24, 1962 — Volume 68, Number 28

SPECIAL REPORT: Trade promotion efforts succeeding in England

Pages 2 to 4

FEATURES

6 Defense industries in India to receive top priorities

6 Venezuela agrees to guaranty plan for U.S. investors

12 AID Administrator stresses role of private investment

DEPARTMENTS

U.S. GOVERNMENT ACTIONS

5 Leading U.S. engineering firm and official lose export rights

WORLDWIDE BUSINESS OUTLOOK

7 Algeria plans mixed economy; French trade ties still dominant

8 U.S. Embassy lists best-selling American products in Austria

FOREIGN GOVERNMENT ACTIONS

9 Indonesia overhauls import classifications, hikes some surcharges but not duties

INVESTMENT OPPORTUNITIES

10 New Latin American investment studies offer wealth of area information

11 Windup on Philippine Mission reports brings new proposals for U.S. firms

WORLD TRADE OPPORTUNITIES

13 New projects announced in several foreign countries

14 Leads for exporters

20 International representation

23 Leads for importers

24 Construction projects; visiting buyers and officials; new trade lists

Thanks—and Merry Christmas!

The mailman may not appreciate it, burdened as he is this year with a record number of Christmas greetings, but the staff of INTERNATIONAL COMMERCE is sincerely thankful to the hundreds upon hundreds of readers who took time to fill out and return the questionnaire on the magazine.

Note: If you haven't sent us your suggestions there is still time. See page 1, Dec. 10th or 17th issue.

Your comments are being tabulated, and then will be studied. We feel confident that a more useful publication will be the end result. And the entire editorial staff joins in wishing each of you a most joyous holiday!

Promotion efforts succee

By NATHANIEL KNOWLES

Commercial Counselor, U.S. Embassy, London

Some eighteen months ago the President's Export Expansion Program began to accelerate. The momentum has been steadily growing and the promotion efforts, led by the Department of Commerce and the National and Regional Export Expansion Committees, have had an increasing impact upon the work in the London Commercial Office.

Nathaniel Knowles

All programs not contributing significantly to an expansion of exports have been sharply curtailed. Commercial work in the London post has been reoriented to create an efficient tool designed specifically to increase U.S. exports.

The response of U.S. businessmen to the National Export Expansion Program is evidenced by rapidly growing demands on the office of the Commercial Counselor. While the number of American businessmen seeking assistance has risen, of more significance than the quantitative increase is that the majority now have a serious interest in finding and developing a British market.

The impact of the Program is most marked in this highly developed and sophisticated commercial and industrial economy where promotion efforts can be unusually successful. While every U.S. product cannot, of course, be sold in the U.K., there is practically no product classification which does not contain items readily marketable if properly merchandised. Consumers are eager for new products, well-designed, of good quality and which contribute to labor-saving and better living.

U.S. imports increasing

Industrial products, including heavy labor-content items, are competing in this market more successfully every year. In the first eight months of 1962, the U.K. imported the equivalent of $616,000,000 of machinery and equipment (including electrical equipment). By far the largest amount was from the U.S.—$202,000,000, or 30 percent of the total imports in this classification. The second largest source was Western Germany with 22 percent. No other country was even in the running. The U.S. is maintaining and in certain categories increasing its giant

eed in England

TRADE CENTER SCENES: Top left is a display from the Infants and Childrens Wear show held Nov. 13-29, 1961. Upper right, two English buyers examine goods during the October 1961 Women's Sportswear exhibit. Lower right photo was taken during the exhibit of Home Lighting merchandise displayed last February and March in London.

share of U.K. imports of high labor-content sophisticated machinery and equipment.

This is the result, in large part, of advanced techniques, quality, design, prompt deliveries and proper servicing. In a surprising number of cases which have come to the direct attention of the commercial staff here in London, the cost of high labor-content products, including freight and duties, is below the British cost for comparable quality. Higher average hourly labor rates in the U.S. are often more than not offset by efficient U.S. production techniques, including managerial skills, modern merchandising methods and the advantages of mass production for the larger U.S. market.

A few illustrations will point this up. A manufacturer of a simple wooden toy found that his mass production costs for the large U.S. market resulted in one-tenth the cost of the identical item made in England. A lamp manufacturer, whose selling price after heavy duty was about $107 retail in London, was $15 below the price of an inferior British product. A manufacturer of a small machine used in construction was urged by his representative to make the product here where labor cost was less than half. He came over and found that the total cost to produce here was almost twice his cost in the U.S. Landed costs were still far lower than the local cost of production.

An American company marketing a product successfully in the U.S. but utilizing less than 100 percent of its plant capacity, should look into U.K. market opportunities.

The U.S. company will find two valuable assets in the commercial office of

about the author

A native of Pennsylvania, Mr. Knowles has been on duty in London since November 1960. He served for a number of years as Deputy Director of the Bureau of Foreign Commerce and briefly as acting director, Office of International Trade Fairs in the Department of Commerce. He served on Trade Missions to Italy, Germany, Austria and Japan, and at one time was a special consultant to the Port of New York Authority.

the London Embassy, which is located at the heart of the commercial and industrial life of 52,000,000 people. The businessman will acquire both an experienced staff and access to detailed records on thousands of U.K. businesses known to our specialists to be interested in doing business with American companies.

Staff provides assistance

The 7 American officers and 18 local employees are not only thoroughly knowledgeable about all elements of trade, but have established personal relationships with hundreds of businessmen. In addition, close contacts are maintained with officials of Trade Associations and Chambers of Commerce. Trade journals are reviewed and the editors known personally. Trade exhibits, of which there are many in London, are visited to keep abreast of new developments and contacts are made with many exhibitors. U.S. Government-sponsored participation in these specialized fairs could offer a valuable service to American companies. We propose to open Trade Information Booths, staffed by our officers, at important exhibits.

The staff gives its full attention to every American who wishes to explore marketing possibilities. Our knowledge of local conditions such as market demands, competing products, and channels of trade can save the visiting American businessman weeks of time and effort. Appointments can be made immediately with competent agents, wholesalers, technicians and buyers.

Indicative of the use made of the many services offered by this office is that we have over 7,000 businessmen come in every year for assistance, over 24,000 telephone inquiries and nearly 9,000 trade letters.

If the American businessman wishes to have the staff make a preliminary exploration of the market, he is urged to request a Trade Contact Survey through the Department of Commerce Field Offices. This will involve sending over his catalogs and prices. The Embassy will contact U.K. agents and will normally send the names of at least 3 English businessmen who are interested in negotiating further with the American inquirer. Should no English businessman be interested, we will advise the American company of the conditions which make it difficult to enter this market. If, in addition to catalogs, the American company will send product samples and displays, these will be set up at the U.S. Trade Center located in the heart of the business district, and potential agents and buyers will be brought in to discuss marketing possibilities.

CASUAL WEAR SHOW: British buyers who visited the U.S. Trade Center in London in October saw the above display by the Reliance Manufacturing Co. at the Men and Boy's Casual Wear 2-week exhibition.

The above Trade Contact services, while valuable, cannot be a final substitute for face to face discussions with potential agents and a personal evaluation of market possibilities.

Center produces results

For the potential exporter who wishes to explore market acceptance of his products, participation in a joint Trade Center exhibit with other manufacturers in the same line is invaluable. Experience with 15 exhibits over the past year-and-a-half has demonstrated that the Trade Center produces results. Virtually all companies exhibiting who were looking for an agent have acquired or are negotiating for representation. In many cases, sales success is proving spectacular in even the short period since the Center has been opened.

For a very small investment of money and time, the exporter will have a chance to talk to most of the important Department Store and Chain Store buyers in London. In a recent exhibit buyers from every one of the 33 big Department Stores visited the Center, some of them several times. Every known agent was on hand and many new ones were uncovered as a result of articles in trade journals and contacts with Trade Association officials. Experience has demonstrated that American products displayed at the Trade Center will be exposed to a far larger segment of the business community than can possibly be reached by the usual sales

New type mission

A new program now being implemented by Commerce should prove most valuable for identifying specific items which could be profitably promoted in the U.K. The "Do-It-Yourself Trade Mission" will be composed of top Trade Association officials and key businessmen who would be expected to spend at least a week researching market opportunities. Members of the Mission will be introduced to key buyers and retailers, agents and importers and Trade Association officials. The Mission will be expected to spend considerable time in comparative shopping both independently and together with key buyers in the U.K. Such a group, familiar with the latest products of American companies, should be able to identify those which can meet unfilled needs in this market and which can compete quality and price-wise with the items now shown by department stores, chains and independent retailers. On their return to the U.S., it is expected that they will advise the American companies of specific trade opportunities and the reasons why market penetration can be profitable. Trade Center exhibits can be organized around findings of such Trade Missions.

This brief report, of necessity, cannot cover all the various services and activities which go on in London to assist American business to enter this market. Possibilities for profitable trade are almost unlimited and we stand ready at all times to give the fullest assistance to any American company.

Leading U.S. engineering firm and official lose export rights

Used restricted U.S. technical data and know-how to build Rumanian oil refining complex; 1st case involving technology

A prominent New York engineering company and its president have been held responsible for violating U.S. technical data export controls in connection with their design and construction of a $17 million oil refining complex in Rumania.

The Bureau of International Commerce's finding is contained in the Commerce Department's first order denying U.S. export privileges for the unlawful use and transmission of restricted American technology and know-how.

Named in the order are Hydrocarbon Research, Inc. of New York City, and Percival C. Keith, well-known in the promotion of engineering design and construction of petrochemical operating facilities. They consented to entry of the December 12, 1962 order.

The Bureau said that Hydrocarbon and Keith contracted with Rumania in 1959 to design and build the elaborate plant, after notifying the Commerce Department that no restricted U.S.-origin technical data would be used in any work on the project. Under the law, Commerce's specific approval is required before U.S. technical data not generally available in published form may be sent in any manner to Sino-Soviet bloc countries or Cuba.

The Rumanian plant constructed by Hydrocarbon consists of a number of units, each of which involves a refining or petrochemical process of the latest design, to turn low-grade petroleum products into valuable high-grade motor and aviation fuels and specialized chemicals useful in many industries.

The Department's investigation was primarily directed toward examination of plans and specifications used in the design and construction of a plant unit which produces certain chemicals called aromatics (benzene, toluene, xylenes) through a liquid solvent extraction process. These aromatics are used in aviation gasoline and are basic chemicals for production of plastics, synthetic rubber and fibre.

The Department charged that Hydrocarbon and Keith made unauthorized use of restricted ("unpublished") U.S.-origin technical data to design and construct the aromatics extraction unit, chiefly by drawing upon process designs, plans and specifications, and operating instructions previously used by the firm in constructing a similar unit in France. The data to build the French plant unit originated in the U.S. with another American company which developed and owned the special aromatics extraction process.

Other charges

Hydrocarbon and Keith are also charged with using other US. technology, including the know-how of their American engineers, to complete the Rumanian project, and turning over to the Rumanians all of the process designs, plans and specifications, which included U.S. technology, thus enabling them to duplicate it elsewhere.

Keith was found primarily responsible and accepted full responsibility for the violations. His defense was that he construed U.S. export controls over "unpublished" technical data as applying only to "fundamental secret know-how held by persons and companies."

Accordingly, he used certain technical details contained in the design and blueprints of the French plant, and other U.S.-derived technology, (as well as the know-how of his U.S. engineers) believing they were based on well-recognized engineering principles and technical literature, and therefore could be considered "published" or unrestricted U.S. technical data. Keith instructed all personnel to work on the Rumanian project on this basis, and they acted pursuant to his directions.

The consent order states that Keith seriously and negligently misconstrued the export regulations, which distinguish between "published" and "unpublished" technical data. "Published" data, which may be transmitted freely to all destinations, is limited to technology which is both generally available and in published form, (that is available in public libraries and bookstores, or by subscription, or otherwise furnished to anyone without cost). All other technical data, with some exceptions, is considered "unpublished" and requires special Commerce approval before it may be transmitted directly or indirectly, in writing or orally, to the Sino-Soviet bloc or Cuba.

Technical data use

U.S.-origin unpublished technical data does not lose its U.S. character when transmitted abroad, and may not be used to derive other data or be commingled with other unrestricted technical data of whatever origin, for Soviet bloc dissemination, without prior Commerce permission. The application abroad by U.S. technicians of their U.S.-origin know-how and experience to projects intended for the Soviet bloc also requires Commerce approval.

Therefore, the Bureau said the regulations do not permit the selective treatment of "unpublished" technical data which Keith used. The documents used to design, construct and operate the French plant, which were prepared in the U.S., were exported to France for that particular purpose and were not made generally available. As such, they were "unpublished," and whether the technical details contained therein could separately be found in published literature or worked out by simple engineering did not deprive them of their unpublished status when combined and incorporated in the overall plans and specifications.

The denial order:

(1) Prohibits Hydrocarbon and Keith from engaging in any further U.S. trade transactions with Sino-Soviet bloc countries or Cuba for 5 years.

(2) Places all Free-World trade transaction of Hydrocarbon and Keith which involve in any way goods or technical data subject to Commerce export controls under special surveillance for 2 years. This restriction requires them to submit each proposal, offer, contract, and other documents in each such transaction to the Bureau for scrutiny. It also permits the Bureau to stop and investigate any transaction which becomes suspect.

(3) Places Hydrocarbon and Keith on probation for 3 years, and permits the Bureau to summarily suspend their export privileges for any subsequent export control violation.

(4) Denies to Keith, individually, all U.S. export privileges for 6 months, except for specifically authorized transactions.

(5) Prohibits any other person or firm from acting on behalf of, in association with, or for the benefit of, Hydrocarbon or Keith in any transaction prohibited to them by the order.

Hydrocarbon Mineraloel, G.m.b.H., of Dusseldorf, Germany, then a Hydrocarbon affiliate which participated in the Rumanian project in accordance with Keith's interpretation of the U.S. law, is now completely severed from Hydrocarbon and is not subject to the order. Hydrocarbon Engineering, S.A.R.L., of Paris, France, a wholly owned Hydrocarbon subsidiary which also worked on the Rumanian project, has been subjected to the provisions of the denial order applicable to Hydrocarbon.

The Bureau said the terms of the order are intended to be remedial and to aid the enforcement of export controls. The Bureau said this was the first case involving construction of the technical data regulations and that it did not appear that the violations, however negligent, could be clearly proven willful.

Defense industries in India to receive top priorities

Emphasis urged on iron, steel, machine tools, fertilizers, electrical equipment, heavy structural works and shipyards

Preliminary reports indicate that India plans to carry out a reprogramming of priorities which will center on iron and steel, machine tools, electrical equipment, fertilizers, and heavy structural works and shipyards.

The Indian Planning Commission, following the Chinese invasions, reportedly made these recommendations after a meeting of the National Development Council.

The Commission also recommended that steps be taken to insure that projects relating to heavy compressors and pumps, ball and roller bearings, marine diesel engines, and plate vessel works be completed within the period of the 3rd 5-year plan. It will also probably recommend that new industrial projects be included in the 3rd plan which would maximize the defense potential of the country.

These would include a manganese plant (in the public sector), the manufacture of zerconium and titanium, a second cable factory similar to the one at Roopnarainpur (in addition to the one at Chandigarh, contemplated by the Defense Ministry), the manufacture of heavy earth-moving equipment, and a second electronics factory.

Reports indicate the Planning Commission may suggest that the rolling stock procurement program of the railways as well as that of their local manufacture should be increased. Additional electric and diesel locomotives should be imported on an urgent basis, the Commission recommended, and the line capacity work, particularly in sections engaged in movements for defense, should be accelerated in spite of some curtailment of plans. In the transport field, on the whole, the outlay for the railway program for 1963-64 is expected to be increased.

Existing plan projects which the Commission may consider dropping or staggering are the ophthalmic glass project in Durgapur, the proposed watch factory in Bangalore, and the camera plant in Calcutta. Other casualties of plan rephasing are port development plans for Tuticorin, Mangalore, and Haldia.

A deliberate effort to curtail expenditures on townships for new industries has also been recommended.

In the transportation field there probably will be a slowdown in implementing projects not related to movement of coal or iron ore or other export commodities; works related to passenger amenities; and electrification of railways intended for passenger suburban service.

Even before the outbreak of hostilities, India was moving toward intensified import restrictions to insure the availability of foreign exchange to finance imports of high priority capital goods.

On September 29, the Minister for Commerce and Industry named the following 21 industries in the private sector which have foremost priority in Government planning and which would be given priority in the release of foreign exchange for capital goods and imports against foreign aid:

Alloy and special tool steels; steel castings; steel forgings; heavy structurals, including cranes; railway wagons and other railway equipment; industrial machinery for textiles, jute, tea, mining, coal washeries, cement making, and paper making; machine tools (on a selective basis); pig iron and shovels and earth-moving equipment.

Also fertilizers; rayon grade pulp; special refractories; industrial explosives; ferrochrome, ferromolybdenum; and ferrosilicon; modernizing steel re-rolling plants to enable them to manufacture wire rods and special steel sections; cotton textile machinery (for use of short and medium staple cotton); trucks and ancillaries; ball bearings; cast iron spun pipe from domestic pig iron and scrap; tinplate; and steel wire.

Venezuela agrees to guaranty plan for U.S. investors

Becomes 18th Latin American nation to join AID program

The Agency for International Development (AID) has concluded an investment guaranty agreement with Venezuela.

Under the provisions of the agreement, the U.S. may now issue investment guaranties of all types for new U.S. investment projects in Venezuela contributing to the economic development of that country under the Alliance for Progress. Wholly owned foreign subsidiaries of U.S. corporations are also eligible for such coverage.

The investment guaranty program includes specific risk guaranties against inconvertibility, expropriation and loss due to war, revolution or insurrection, as well as the newer extended risk coverage.

Venezuela is the eighteenth Latin American country to institute the investment guaranty program. Around the world, 48 developing nations are participating.

Investors interested in guaranty coverage in Venezuela may address their inquiries to the Investment Guaranty Division, Agency for International Development, Washington 25, D.C.

Algeria at the crossroads: plans mixed economy; French trade ties still dominant

Government may be ready to guarantee foreign investments; U.S. firms should be prepared to conduct all business in French

By STEPHEN DUNCAN—PETERS

This article is based on observations and material gathered by Mr. Stephen Duncan-Peters during a recent visit to Algeria. The author is a Foreign Service officer with the State Department, serving a tour with the Department of Commerce where he is Chief of the North Africa and Horn Section of the Africa Division.

Algeria is in a state of transition, with economic and commercial policies of the newly elected government yet to be clearly defined. Nevertheless, certain observations can be made which would possibly be of use to the American business community.

Economic orientation

The Algerian economy is still adhering to familiar trade patterns, and the overwhelming bulk of its commerce continues to flow to and from France. Algeria's current foreign exchange needs are still being met by convertible franc currency provided by the French Republic under the Evian Accords.

Since French investments created the existing infrastructure, it is believed that most of Algeria's present needs for replacement of machinery, tools, spare parts, automotive supplies, household appliances, and fixtures will necessarily have to be met by procurement primarily from French manufacturers and suppliers. To a lesser extent, Western European sources fabricating or providing products related to or readily adaptable to existing installations will also be in a position to supply Algerian needs.

Franco-European Community

The number of Europeans who have left Algeria is now estimated at about 750,000 with about 200,000 remaining. The major part of the European rural population has departed; however, their number is relatively minor compared with the exodus from urban areas. It is estimated that 75% of Oran's Europeans have left.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on departmental analysis.

Concentrate in Algiers

About half of the Europeans still in Algeria are in Algiers. The European evacuation has been heavy among civil servant and clerical personnel, as well as among small and medium-size shopkeepers (many of whom own their homes) and mechanics and artisans of all kinds. About the only group which can be safely described as not having left, but which is ready to leave if conditions do not improve markedly, are managerial personnel of companies with sufficient capital to weather what is generally expected to be a prolonged period of economic stagnation.

Following the almost complete cessation of trade and business activity in June and July, there was a general resumption during August, September and October, although at a lower level than previous years. This pickup was stimulated by the widely-publicized Algerian Government threat to expropriate and set up management teams for all business establishments still closed on October 7.

Many concerns, both industrial and commercial, have now reopened.

The long term commercial effect of this measure is hard to evaluate as there is little indication that many stores are buying new stock. Some European owners are presumably waiting a few months to see how things go before deciding whether to remain in business or leave Algeria.

For the present the situation appears to have stabilized, as most European business owners who planned to return are in Algeria and additional closures will depend on future developments. Although a number of retail shops have reopened their doors, there is good reason to believe that a significant portion of them are liquidating their stocks. Lack of credit and confidence in the future are seriously inhibiting the rebuilding of inventories.

A serious problem is the almost total absence of credit and the consequent slow down in Algerian retail trade. Practically all domestic transactions are being conducted on a cash basis. Banks are barely operating because of the reduction in accounts, lack of confidence and the flight of their clerical personnel.

Foreign trade

In addition to the previously mentioned relationships influencing the direction of Algeria's foreign trade, there are other significant factors which play relatively important roles in selecting markets abroad.

France remains the most readily accessible market for all of Algeria's exports, be they petroleum, fruits, vegetables or other products. France also provides the only fully developed outlets for most of Algeria's exports at this time. Unless other markets are opened, Algeria will continue to rely upon its sales to France, supplemented by foreign aid funds, to provide the foreign exchange needed to pay for her imports.

Algeria is at a political crossroad and no one can predict with absolute certainty which policy path it will follow in the months to come. However, Algerian officials have indicated through recent press conferences and official statements that they envision a mixed economy in which both private capital and state

funds will be used to develop the country's resources.

Investments leading to the creation of individual enterprises offering substantial employment opportunities will apparently be welcome. Investment in existing and new industry appears to depend largely upon the Algerian Government's willingness to give guarantees for a definite period against nationalization or expropriation. There are signs that the Government may be ready to extend such guarantees to American investors.

Prospects for U.S. goods

U.S. firms sincerely interested in establishing commercial trade relations with Algerian manufacturers and merchants on a long-run basis must be prepared to overcome the language barrier. French is commonly used in Algerian commercial circles, although Arabic has become the national language. This fact has long been recognized by West German, Italian, and British business organizations, and is reflected in their French language brochures, price lists and publicity material. American firms prepared to correspond with potential Algerian customers in French will find a much livelier interest in their products.

Many Algerians admire U.S. manufactured goods, believe that they are generally superior and, if competitive in price and advertised in the local language, would probably sell. A number of Algerian businessmen have expressed the desire to break away from complete reliance on France as a supplier. They are quick to point out that unless American business interests act quickly to establish themselves in Algeria they will be out-distanced by other countries.

Although the general economic situation is not propitious for the introduction of new products, an American firm seriously interested in the Algerian market can find encouraging interest in the more basic products among Algerian businessmen. Backing from governmental authorities should also be forthcoming if the firm represented an investment tending to create employment.

American businessmen should be cautioned, however, against approaching the Algerian market by way of French subsidiaries, or forming new connections with European firms in Algeria without carefully investigating the firm's standing with the Algerian authorities and business community. Given the many uncertain factors in the Algerian situation, on-the-spot investigation by a French-speaking representative is recommended before an American firm enters the market either as a supplier or an investor.

U.S. Embassy lists best-selling American products in Austria

A number of promising possibilities for U.S. exports have developed as Austrian employment reached unprecedented levels and the resulting increase in disposable income has produced a steady growth in private consumption.

The Austrian market extends sales opportunities for tools, labor saving devices, construction equipment, and a range of other U.S. products.

The American Embassy in Vienna has compiled the following list of U.S. items which appear to have good sales prospects in Austria:

Pharmaceutical raw materials
Industrial chemicals
Imitation leather and fur
Textile woven piece goods
Novelty garments, sportswear
Novelties
Heavy construction equipment
Office duplicating equipment, advanced office equipment of all types
Specialized electronic equipment
Electric tools, miniature welding irons
Specialized medical and surgical therapeutical and diagnostic equipment
Hotel, hospital and laboratory service equipment, particularly glass and dish washers
Air-conditioning equipment for household and commercial use
Coin-operated vending machines, including dry cleaning and laundry machines
Floor scrapers and polishers; also small self-powered sweeping machines for cleaning sidewalks, parking lots, etc.
Process control instruments, thermostats, temperature controlling devices
Precision tools, specialized machine tools, self-powered hand tools
Cutting tools, cutting machines, electric scalloping machines for the textile industry
Fittings for water mains made from polyethylene pipes
Locks and fittings for the refrigerating industry
Rollers and wheels for all types of furniture (hospital, office, etc.)
Special materials and paints for the building industry
Orthopedic articles; prostheses
Ice cream powder
Household appliances, such as grills, hair-dryers, massage apparatus, gardening and lawn cultivating machines, household and commercial electric heating appliances
Fire-proof kitchenware

A third quarter review of the economic situation in Paraguay is available, free of charge, from:

Office of Regional Economics, Bureau of International Commerce

Dept. of Commerce, Washington 25, D.C.

U.S. cement firms ignore growing Ryukyu market

Although $4.5 million worth of cement was imported into the Ryukyu Islands in one year, none of it came from the U.S.

The Building Materials division of the Department of Commerce reports that cement amounting to 253,000 metric tons (roughly 1.5 million barrels) was imported there in fiscal year 1962. Imports are up from 205,000 metric tons in fiscal 1961 and 163,000 metric tons in 1960. The import total is expected to increase during the next few years as the general economy of the Ryukyus, which includes Okinawa, continues to expand.

Cement and many other products are now being imported in sufficient quantities to warrant greater attention to the growing (presently $160 million) Ryukyuan market by U.S. exporters, according to Commerce officials.

$13 million World Bank loan to aid Lagos port project

The World Bank has loaned the Nigerian Ports Authority the equivalent to $13.5 million to extend and improve the Port of Lagos. Approximately half of Nigeria's imports and exports, which now total about 8 million tons of cargo annually, pass through Lagos. Port operations have been hampered in recent years by congestion which has caused costly delays to ships and cargo.

The total cost of the project is estimated at the equivalent of $18.6 million. The Bank loan will cover the foreign exchange requirements and the Ports Authority will meet the remaining costs from its own resources. All imported equipment will be purchased on the basis of international competitive bidding.

Under the project, the number of berths at Apapa Quay will be increased from nine to thirteen through a 2500-foot extension of the main quay wall. The project also includes land reclamation and dredging, the installation of water and power facilities, railway and crane tracks and portal cranes, the construction of 2 warehouses, 4 transit sheds, the completion of 2 warehouses and the purchase of a floating crane, a fresh water delivery vessel and mechanical cargo-handling equipment.

Indonesia overhauls import classifications, hikes some surcharges but not duties

Average exchange rate for imports is depreciated, goods grouped as essential, semi-essential, etc.

Recently released details on applicable rates show that a depreciation of the average exchange rate for imports resulted from Indonesia's major reclassification of import commodities and increase in certain import surcharges. These changes were effective last October 1.

While the number of effective exchange rates for imports was reduced from 12 to 9, the system remains extremely complex. The new regulations affect only exchange rates and make no change in import duty rates.

Under the new classification import goods are grouped as follows:

Group I: Essential (former List A) goods.

Group II: Semi-essential (former List B) goods.

Group III: Luxury (former List C) goods.

Group IV: Very luxurious goods (former List C, and automobiles priced at over $2,000 formerly on List D—luxury goods).

Group V: Goods of which the import is limited (former List D—domestic manufactured goods and remaining List D—luxury goods). These require a special permit from the Minister of Trade.

Under the new system, price-component (*Komponen Harga,* or K.H.) assessments (formerly levied on Lists A and B goods) have been revised and raised and new SIVA retribution fees are levied on most imports financed with SIVA's.

For a description of the SIVA system, see FOREIGN COMMERCE WEEKLY, June 11, 1962, p. 1075. Most exporters receive SIVA certificates (special exchange permits) equal to 15% of their export proceeds. Half of the SIVA's (7½% of total export proceeds) are to be used for imports to build up the economy of the region in which the commodity originates. Thus both "general" and "regional" rates apply to SIVA transactions. The use of SIVA's introduces considerable fluctuation in effective rates for trade transactions since these change in accordance with the SIVA price on the trading date.

Under the October 1 changes, price components are now assessed against most Group I commodities at the rate of 1 rupiah for each rupiah value of foreign currency (i.e., a 100% surcharge) and against Group II commodities at the rate of 5 rupiahs for each rupiah value of foreign currency (i.e., a 500% surcharge). SIVA retribution fees are assessed against Group III commodities at the rate of 1 rupiah for each rupiah value of foreign currency (i.e., a 100% surcharge at the official rate of 45 rupiahs per U.S. dollar, which is added to the open-market cost of the SIVA funds), and against Group IV at the rate of 6 rupiahs for each rupiah value of foreign exchange (i.e., a 600% surcharge which is added to the open-market cost of the SIVA's). The rate for Group V imports has not yet been determined.

Although the 3 import commodities currently considered most essential to the country's economy—rice, raw cotton and fertilizers—are technically included in Group I, imports of these 3 items as well as "goods to be used directly in the production of export goods upon designation by the Minister of Trade" are exempt from payment of the price component charges.

Entry of Groups I and II goods continues to be based on the "Import of Goods Plan." This means that foreign exchange is to be supplied by Government exchange authorities according to the foreign exchange budget and is thus dependent on export earnings and the level of official foreign exchange reserves. Official foreign exchange will not be granted for commodities in Groups III and IV. These may be imported only with SIVA funds.

To encourage importation of more essential goods, SIVA permits may also be used to import Groups I and II commodities without payment of price component charges. While all types of goods may now be imported into Indonesia with SIVA funds, a special Minister of Trade permit is required for Group I goods imported with SIVA's and certain items in Groups III and IV.

Within the SIVA system the opportunity now exists to import even those most essential types of goods formerly reserved for Government importation solely.

Under previous regulations, importation of "luxury" or List D passenger cars (with freight-on-board price exceeding $2,000) was prohibited, but under the new regulation all family-type cars are now lumped together in Group IV.

All imports continue to be subject to a general import retribution fee of 1% of their cost-and-freight rupiah value. Also, by a new Presidential decision announced by the Foreign Exchange Institute on November 8, a second 1% fee is to be assessed against all ordinary foreign-exchange permits for imports (SIVA-based permits are exempted) as well as permits for service payments. This charge, to be collected as the import sector's contribution to the National Monument/Istiqlal Mosque Funds, is retroactive to Jan. 1, 1962.

A table showing the effective exchange rates for imports as of Nov. 14, 1962, is available from the Far Eastern Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C. Details on licensing and exchange controls will be published in an *Overseas Business Report* (formerly World Trade Information Service) early in 1963.

Shipments to Britain

Commercial shipments sent to Great Britain and Northern Ireland in letter packages, small packets, or dutiable printed matter must now have enclosed a paper form of customs declaration (Form 2976-A), and only the upper portion of the green customs label (Form 2976) is needed on the wrapper. Forms may be omitted from printed matter which is not dutiable. Non-commercial (individual) shipments by letter package or small packet do not require Form 2976-A, provided the entire Form 2976 is completed and affixed to the wrapper.

New Latin American investment studies offer wealth of area information

Development and potential for varied industries, promotion programs, laws and taxes affecting investment, many other facets covered in 7 studies on Argentina, Brazilian State of Guanabara, Colombia, Ecuador, Honduras, Panama, Venezuela

Seven recent Latin American feasibility studies are available which may prove useful to potential investors.

The Agency for International Development has been able to provide copies of these reports to Commerce for loan to interested U.S. investment groups.

Copies of the feasibility studies can be obtained on a loan basis from the Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C. In addition, a single-copy distribution of the first 5 reports has been made to each Department of Commerce Field Office.

● *Survey and Program for the Further Industrial Development of Guanabara (Brazil.)* This report was prepared for the Government of the State of Guanabara and the U.S. Operations Mission to Brazil by Howard Chase Associates. It describes the current state of industrial development, institutions affecting industrial development, services affecting industrial development, financial resources available, applicable laws and regulations and manpower resources.

The study also reports the objectives and organization of Companhia Progresso do Estado da Guanabara as well as specific industrial expansion opportunities under the COPEG program.

● *Industrial Development of Colombia.* Prepared by Barrington & Co. for the Ministry of Development, National Planning Council, Government of Colombia and the U.S. Operations Mission to Colombia, this report provides an apprisal of the industrial development of Colombia and suggests a program to accelerate that development.

The plan of action includes a discussion of development policies and attitudes, industrial development program, existing industrial development organizations, a proposed industrial development organization, suggested revision of legislation, a financing plan, establishment of industries and feasibility studies and inter-American cooperation.

The report also analyzes the present state of industrial development, present industrial development efforts, legislation, financing and the tourism program.

● *Expanding Private Investment for Ecuador's Economic Growth.* Prepared by Checchi & Co. for the Governments of Ecuador and the United States, this report examines the context in which a development effort would begin.

It emphasizes the need to draw the private sector into participation in a national development effort. It evaluates the existing industrial promotion program, laws and taxes affecting investment, and the existing credit system as it affects industrial growth.

The study contains recommendations to strengthen the CENDES (Centro de Desarollo) organization, obtain international financial assistance and gives specific measures to initiate a mineral resources development program.

● *Helping Honduran Industry.* This diagnostic study of Honduran development problems was prepared by Continental-Allied Co., Inc. under joint Honduran-American auspices. It analyzes the economics of Honduran pessimism, reviews statistics upon which such pessimism is based and discusses credit conditions, transportation, electric power and the cost of labor.

The report also describes incentives for development, the difficulties of finding and developing managers, the problems of financing development, the lack of adequate planning as well as problems in the housing and banana industries.

It also presents preliminary findings in connection with 142 opportunities for new industries in Honduras.

● *Industry in Panama.* This George Fry & Associates survey and action report for the Institute of Economic Development (IFE) and the U.S. Operations Mission to Panama evaluates the current state of industrial development and recommends a realistic program of action to stimulate the growth of private enterprise.

It includes sections on the status of the industrial economy, private enterprise, the role of an Industrial Development Bank, recommended industries, recommended feasibility studies, tourism, recommended legislation, agriculture, Colon and the Colon Free Zone fisheries and fish meal, forestry, government finance, housing, schooling and vocational training and IFE.

● *Industrial Development in Argentina.* Prepared for the Government of Argentina and AID by Arthur D. Little, Inc., this report presents the problems of industrial development in Argentina, with special attention to small and medium sized enterprises, and suggests practical approches to the solution of these problems.

It includes sections on Argentina's economic development, industry, problems of industrial enterprises, national industrial development problems and policies, an analysis of internal problems, suggestions for financing industry, development of human resources for industry, institutions for industrial development, and ways to avoid uneconomic industries and encourage sound industries and export industry opportunities.

● *Corporacion Venezolana de Fomento, 1960-1961 Report.* This study was prepared by the Venezuelan Development Corporation, a government agency whose prime purpose is to promote the industrial development of Venezuela.

It describes the administration of CVF, its financial position and discusses credit operations, industrial promotion and technical services provided. It also includes sections on banks, electric development, sugar mills and a report on CVF's 15-year history.

Of possible additional interest to U.S. investors seeking information on Venezuela may be a summary report on the Creole Investment Corp., the largest private business enterprise in Venezuela. Copies of this report are available on loan from the Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Manufacture of service-station equipment asked

Indian manufacturer seeks know-how and machinery

An Indian company wants U.S. collaboration—technical know-how, machinery and equipment—to produce auto service-station equipment.

It would like to extend its activities to include the manufacture of a complementary U.S. line of high-pressure lubricating pumps (complete with overhead hose reels for grease and oil) and portable high-pressure grease lubricators.

Future demand for these products is estimated at 1,500 units a year. Expanded operations would include exports to the Middle East, Asian and Far Eastern countries.

The firm now manufactures air compressors, car washing pumps, hydraulic lifts and other service-station equipment.

Leaflets describing the products manufactured by the firm are available on loan from the Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C. Investors should also write directly to Elgi Equipments Pvt., Ltd., "India House," Trichy Rd., P.O. Box 61, Coimbatore 1, India.

Pakistan pharmaceutical manufacture suggested

A well-known Pakistani firm seeks a joint-venture arrangement with a U.S. company for a new plant to manufacture pharmaceutical products.

There is a good market in Pakistan for a broad line of these products, the firm reports.

The firm asks a capital investment of about $400,000. Depending on the investment provided, it will consider a patent licensing arrangement, profit-sharing payments and/or management participation in the enterprise. Full agreement will be a matter for negotiation.

Because of the availability of raw materials, water and power and proximity to rail and road transportation, Karachi has been selected as the site of the proposed plant.

Supplemental details are available from the Office of International Investment, Code 4-2834-1, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Israel copper operation wants U.S. capital

An Israel copper mining and concentrating operation at Timna, near Eilat on the Red Sea, wants equity capital investment to expand its activities.

The firm, Israel Mining Industries (Makhtsavei Israel) Ltd., plans to increase production to 15,000 tons of copper yearly and add a smelter capable of producing fire-refined metal.

U.S. participation would be a matter for negotiation, however, a partnership arrangement with up to 50% participation would be considered.

The firm also plans to add facilities for electrolytic refining. These facilities do not exist in Israel now, the firm says. These facilities plus the increased copper production could supply the entire Israel market and leave a surplus for export.

Additional details, and 2 photographs of the Timna plant, are available on loan from the Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Potential investors should write to Israel Mining Industries (Makhtsavei Israel) Ltd., Timna, near Eilat, Israel.

Windup on Philippine Mission reports brings new proposals for U.S. firms

Hydroelectric plant, pulp mill, mining ventures, food products, industrial park, banks, plastics, alumina projects cited

American businessmen have a fifth and final group of proposals for consideration from the recent U.S. Trade & Industrial Development Mission to the Philippines (IC, December 17, pp. 4-17).

Joint ventures, capital participation or license arrangements are asked to develop varied industrial or commercial projects, in addition to those published so far in the issues of November 12 and 26, and December 3, 10 and 17.

1010, 1021, 1062 Iron, copper, manganese ores

Mining company with iron, copper and manganese properties seeks joint venture of technical and marketing assistance to develop holdings. Local capital available for project.

Write to Cabun Paracale Mining Co., Inc., Room 518, BPI Bldg., Manila.

1069 Chromite

Joint venture sought to exploit chromite properties. Interested parties may obtain geological reports. Write to Sansar Mining Co., Room 304, San Luis Terraces, San Luis, Manila.

2010 Meat products

Newly established firm seeks capital participation in the form of equipment for meat packaging and preserving project. Know-how and use of American trademark also desired. (Copy of feasibility study available on loan from Office of International Commerce, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.) San Antonio Food Products, Inc., 204 Banas Bldg., 815 Rizal Ave., Manila.

2023 Evaporated milk

Dealer in food products seeks joint venture with U.S. milk company to establish evaporated milk plant in Cebu City. Local group prepared to back proposition.

Would also like to act as agents for other food items. Mr. Gonzalo Vasquez, Room 510, Samanillo Bldg., Escolta, Manila.

2093 Vegetable oils

Local bank seeks joint venture to produce and market castor beans and oil. Machinery for extraction of oil and market outlets particularly desired. Establishment of cooperative bank to finance initial planting and local buying envisioned. Full production anticipated in about 6 months.

Augusto Gonzales, Secretary-Treasurer, Rural Bank of Tacurong, Tacurong, Cotobato, Mindanao.

2099 Soluble coffee

Promoter seeks licensing arrangement to produce soluble coffee for local market and to export coffee beans. Has plant site at Davao but new corporation not yet organized.

Plans to handle 10 tons of coffee daily. Mr. Edmundo F. Unson, Room 402, Puyat Bldg., Manila.

2611 Pulp mills

U.S. capital participation sought for pulp and paper operation.

Firm has 247,000 acres of land and needs capital to put operation on stream. Mindanao Pulp & Paper Mills, Inc., Shurdut Bldg., Intramuros, Manila.

2821 Plastic materials

Manufacturer of adhesives wants licensing arrangement to broaden present line. Particularly interested in gasket cement and adhesives for plastics.

Consolidated Chemical Supply, 1726 Leveriza St., Pasay City.

3392 Nonferrous forgings

Promoters seek joint venture to produce alumina and products. Believe this is an attractive proposition as higher import duty is anticipated on aluminum products. Clemente Avella & Enrique Zalamera, 417 Sales St., Manila.

3532 Mining machinery, equipment

Mining operators look for joint venture to consist of installation and operation of machinery and general operation of properties.

Envision daily production of 100 tons of sponge and pig iron. Majestic Motors, Inc., and Gem Mining Corp., 944 Risal Ave., Manila.

4911 Electric companies, systems
6551 Subdividers & developers

Electric power company seeks joint venture to set up a 5,000-kw. hydroelectric plant about 57 kilometers from Davao City. Venture would also include plans for distribution lines and substations.

Firm also has land which it wants to convert to an industrial park to serve the following industries: Freezing and cold storage; canning; coir processing; poultry and feeds; and cassava flour mills. Rural Electrification Corp., Room 502, San Luis Terraces, Manila.

6144 Industrial loan companies

Firm specializing in cottage-industry products seeks U.S. capital participation to establish rural development bank in province of Sorsogon. 40% of total capital requirements indicated as U.S. share. The Philippine Government would match any private capital raised, according to reports. Jiminez Commercial Corp., Samanillo Bldg., Escolta, Manila.

Merry Christmas!

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Turin, Italy—The wondrous lights looking south across the Po Valley in this northernmost portion of Italy glisten and sparkle from high in the hills of the treetop apartment of Sam and Mary Gartland, lately of Indianapolis. A fir tree decorated with tinsel and popcorn strings warms the outside air with colorful holiday greetings.

The Norwegians of Oslo are exhausted from the preparations that have already occurred. In Belgium the gift giving is already over and in Paraguay it's still ten days away. The residents of Israel, stuffed with potato pancakes, are in the midst of Hanuka, the eight day holiday of liberation. Ceremonial candles in Hamburg, Leopoldville or in Zurich burn intensely as the world's most universal holiday celebration flames into being.

In Brussels he's St. Nicolas; in London, Father Christmas; in Lima, Papa Noel, but wherever you live the overwhelming power of a grand and wholesome Santa Claus is a mythical symbol for this day or season.

This is the holiday when Americans working abroad earn their annual bonuses. This is the day because of which they and their families get more compensation all year than they would at home. This is the week and the month that no employer talks about swapping jobs for their supposed romantic, alluring lands.

For of all of the calendar, on Christmas Day, each of us wishes to be at the fireside of family. The imitations we construct in other lands are artificial islands, hollow and unreal. These are no nephews, aunts or cousins, nor sisters and brothers. It's lonesome decorating a home and even a bit contrived to make St. Nick seem real without turkey, cranberries, sweet potatoes and snowballs.

A tree stands. There's a stocking somewhere at the hearth. Wherever you are, you jump up gaily at the dawn to see the eyes of children sparkle at toys, games and clothes. You feast, you love, you visit neighbors. But you're not home. It's a rough holiday across the seas.

A good many thousands of Americans are celebrating Christmas abroad as commercial executives of United States companies, some in the sophisticated capitals and some in the areas where customs range from an almost unawareness to a week long religious and social celebration.

Usually, it is spent quietly with family, maybe even nicer than in the United States, but this is the moment when home tugs harder and distance seems further and the long distance phone lines are clogged and letters are treasured and read over and over.

In a day or so it will be another year. But for this week there is nothing that would look more glamourous to the men and their families who work abroad than dinner with relatives or sharing cocktails with life-long friends.

Outside of the enforced service in the Army, where soldiers necessarily complain or look forward to a year of completion, or the diplomatic corps where there is the consolation of other Americans, the competent international commercial executive blends into his environment, frequently celebrating according to the ways of his neighbors, friends or overseas associates.

This column, this holiday time, pays tribute to Americans who with devotion more than most of us, carry our flag and our ideals into the everyday areas of foreign life. It never shows, what they do, except in business statistics and then only slightly. Maybe it is good that we know what they give, even once a year, though we accept too easily what they achieve.

Merry Christmas, Sam and Mary!

Happy holidays, fellows, from Lapland to Luzon and everywhere in between!

AID administrator stresses role of private investment

U.S. foreign aid missions abroad have been directed to stress the role of private investment in the development of the countries where they are working.

This directive was sent to all Mission Directors by Fowler Hamilton, departing Administrator of AID. Hamilton called for new efforts to induce both local and U.S. investment in businesses abroad.

Dollars are available for loans to private borrowers for well-conceived projects and investment guaranties are available in 47 countries. The U.S. can also share the cost for surveys of potential investment areas and development banks, many of them U.S.-financed, offer opportunities for local investors.

Hamilton said that local currency financing through the Cooley loan program, involving allocation of funds under sales of surplus food under Title I, PL480, for private borrowing, should be encouraged.

U.S. will compensate U.K. for last June's duty hikes

The State Department has announced the signing of a trade agreement negotiated with the United Kindom to compensate for last June's increased U.S. import duties on certain carpets and glass which affected concessions previously granted by the U.S.

The agreement provides for reductions of 20% in U.S. duties on 17 items (based on Schedule A classifications). 1961 U.S. imports of these products amounted to $12.2 million, of which the U.K. supplied $9.3 million.

The products of largest trade coverage included in the trade agreement are: certain electric motors over 1/10 horsepower and under 200 horsepower, certain packaging and wrapping machines containing an electrical element, mustard, certain flax threads and flax yarns, lawn tennis balls, oil-tanned chamois leather, and fancy goat and kid leather.

FOOD FOR PEACE TONNAGE

Food for Peace overseas shipments of food and fiber from U.S. farms passed the 100 million ton mark last November.

World Trade Opportunities pages 13-24

Communication equipment bids requested by Korea

Communications equipment and railroad track accessories are included in 2 tenders, costing an estimated $567,000, opened to U.S. bidders by the Government of Korea.

Tender No. KFX-2130-S, estimated cost $215,000, covers teleprinters with Korean characters; teletype spare parts; splicing sleeves; 2-ton utility truck with derrick for use on line construction; truck for concrete pole transportation; radio monitoring facilities, including ionosphere recording system, microwave equipment, transmitter units, receiver units, parabolic antennas, precision frequency measuring system, emergency power supply, various accessories and spare parts. The bid deadline is 10 a.m. January 11, 1963, with sources worldwide except Communist-held areas.

Tender No. KFX-2131-N, estimated cost $352,000, covers 34,000 hardwood cross and bridge ties; 800 metric tons of 100-lb. yard rails in 66-foot lengths; rail bars; and frog sets. Bid deadline is 10 a.m. January 8. Source is again worldwide except Communist-held areas.

Bids should be submitted to Officer of Supply, Government of Korea, Seoul, Korea, in accordance with terms and conditions of contract contained in specifications available on request from the Korean Embassy, 2322 Massachusetts Ave., NW., Washington, D.C. Refer to appropriate tender number. Copies of the tenders are also available for review at Commodity Export Promotion Staff, Room 4317, Main Commerce Building, Washington 25, D.C.

Thailand wants bids by Jan. 9 on transmitting radio antenna

The Post and Telegraph Department, Bangkok, Thailand, is inviting bids for the supply of a unidirectional high frequency antenna of logarithmically periodic type, including center pole, rotating mechanism, guy and anchor kit, mounting kit for steel tower, steel support towers and base, and remote control azimuth indicator with control cable. The antenna is to operate on a frequency range of 6.5 to 60 mc. at not less than 50 kw. peak power. The contractor will furnish 3 manuals containing technical information, including test and maintenance procedures.

The closing date for submission of bids is January 9, 1963. Copies of the specifications and bid instructions are available for review in the Electronics Division, BDSA, Room 4125, U.S. Department of Commerce, Washington 25, D.C.

2 Indian tenders ask bids on lab, measuring instruments

The India Supply Mission is issuing 2 separate tender notices for laboratory and measuring instruments required by the Director of Indian Bureau of Mines, Nagpur, India. Bid Tender No. SE 592 includes but is not limited to the following: electric point counters, carbon arc lamps, electrical balances, flotation machines, centrifuge, spectrometer sets and others. Bid Tender No. SE 535 covers absorptiometer and accessories, jaw crusher, pH meters and others. Bid deadlines are January 15 and January 17, respectively.

Tender specifications of requirements can be obtained from the Director, India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C. Copies of specifications are available for review purposes only from the Scientific, Photographic and Business Equipment Division, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C. (WOrth 7-2312).

Bank of Baghdad wants tenders on $1 million office building

The Bank of Baghdad has announced plans for construction of an 11 story office building to cost about $1 million.

Tender documents and specifications may be examined in the office of the Building Materials and Construction Industries Division, Room 4002, Main Commerce Building, Business and Defense Services Administration, Washington 25, D.C. Area Code 202, WOrth 7-5255.

Terms and specifications may also be obtained from the Bank of Baghdad, Damirji Building, Old Bank Street, Baghdad, upon payment of $84, which is not refundable.

Tenders will close January 31, 1963.

New Zealand rail system wants bids on track layout equipment

The New Zealand Government Railways has issued a worldwide tender, No. NZR-62/38, for sealed bids covering the supply of all types of track turnouts and accessories for use in railway track layout, manufactured from N.Z.R. 91-lb. flat rail. Closing date January 30, 1963.

Tender documents may be reviewed in the office of the New Zealand Senior Trade Commissioner, 1145 19th Street, NW., Washington 6, D.C.

Jordan extends bid deadline on Amman sewage system

Bid deadline for construction of a sewage system in Amman has been extended from Dec. 1 to Jan. 31.

Tender invitations and tender documents may be obtained from Vattenbyggmadebyran (VBB), Box 5038, Stockholm 5, Sweden.

This project will require construction of about 55 kilometers of sewers 300 mm. diameter and upwards and a sewage treatment plant for a city of 300,000 population.

Ceylon extends bid deadline for transformer substation

Ceylon has announced that the bid deadline for tender OM/C&S/T/IIAS/2/62 for supply and erection of a transformer substation at Colombo has been extended from Dec. 11 to Jan. 22 (International Commerce, Nov. 5, p. 38).

Jordanian firm announces cardboard factory tenders

The Jordan Paper Industries Co., Ltd., P.O. Box 1717, Amman, Jordan, has announced tenders due Feb. 16, 1963, for a cardboard factory to produce greyboard, standard unbleached and bleached straw sulfite board (unlined, lined and double lined).

Capacity

Stock preparation line-7½ tons/24 hours.
Cardboard machine complete — minimum 15 tons/24 hours, and possibly more up to 30 tons/24 hours.

Complete Plant

Stock preparation including, deduster, fan, digester, conveyor, edgerunner (Kollergang), Hollander beater, screens, thickeners, bleachers, and accessories.

Cardboard machine Fourdrinier type complete.

Liners glueing device, cutter, regulator, makeup tanks, boilers(s), accumulator, and workshop tools and machines.

Agitation equipment including chemical makeup tanks, agitator chest, mixing tanks and machine chest.

Pumps, instruments and piping.

Electrical wiring net and accessories.

Erection of plant.

The tender documents are available from Jordan Paper Industries upon payment of $84 (30 Jordanian dinars). Complete tenders must be in by February 16, 1963.

Dutch group wants to represent U.S. building material producers

A trade association of importers, Vereniging van Importers van Bouwmaterialen, Keizersgracht 11-13, Amsterdam, is seeking agencies in the Netherlands for U.S. manufacturers of building materials. The association embraces almost all important Netherlands importers of building materials. Products handled by the association include the following: Cement, lime, gypsum and related products, common and face brick, flagstone, ceramic and floor tile, concrete aggregates, natural stone, asbestos cement products, insulating board, waterproofing materials, wood preservation, rustproofing materials, roofing products, asphalted felt floor covering and glass block.

Iraq extends bid deadline on 70 diesel, electric pumps

Iraq has extended the bid deadline from November 21 to December 31 on 35 electric pumping sets and 35 diesel pumping sets (ref. DMW/52) (International Commerce, Nov. 5, p 37). Tender documents may be obtained from the Director of Contracts and Purchases, Ministry of Defense, Baghdad, for $1.40.

Specifications are available on a short loan basis from the General Industrial Equipment and Components Division, BDSA, Department of Commerce, Washington 25, D.C. (WO 7-5589.)

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.**

● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**

★★ **indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.**

WTD **indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.**

011 Field Crop Farm Products

Netherlands

Raw cotton from California and/or Arizona. Direct purchase and agency. Firma H. J. Stroink (sales agent), 12 Stationsplein or P.O. Box 215, Enschede. WTD 11/16/62.

Philippines

★★ Tobacco, native and Virginia; Philman Products, Inc., Marulas, Valenzuela, Bulacan. I.R.-568.

013 Livestock Farms

Philippines

★★ Poultry breeding stock (agency only); Sunnydale Poultry Farms, 161 Luna Mencias, San Juan, Rizal. NCIA. I.R.-665.

019 Miscellaneous Commercial Farm Products

Philippines

Fennel seed; packed in bulk; West Coast supplier preferred. Smith Bell & Co. (Philippines), Inc. (importing distributor, manufacturer's agent, manufacturer, exporter), Trade & Commerce Bldg., Juan Luna or P.O. Box 4311, Manila. WTD 1/10/62.

195 Small Arms

Germany

Hunting weapons and equipment, sporting weapons and ammunition. Direct purchase and agency. Waffen-Jung (manufacturer, wholesaler, retailer), 7 Stuttgart-S, Sofienstr., 26.

200 Food

Chile

P.L. 480 commodities, particularly wheat and other grains. Williamson Balfour & Co. S.A. (importer, exporter, distributor, wholesaler), Huerfanos 812, Santiago.

Germany

Poultry of all kinds in different-size cans; canned delicatessen foods; canned ready-to-eat dishes; canned game, fish, fruit, and vegetables; requests replies from manufacturers only. Oscar Doeffler AG (manufacturer, importer, exporter, retailer, wholesaler) 33-39 Roonstr., Buende/Westf. WTD 11/29/62.

Uganda

Tinned foods of all kinds. Ocean General Agency (manufacturer's representative), P.O. Box 907, Kampala. WTD 9/19/62.

203 Canning and Preserving Fruits, Vegetables, Seafood

Netherlands

Canned fruits. Direct purchase and agency. Erven G. van Sillevoldt N.V. (importer, agent), 49-57 Honingerdijk, Rotterdam 16.

Onions. A. van den Ende & Zoon N.V. (importer, exporter, wholesaler), 13 Leeuwenstraat or P.O. Box 305, Rotterdam 1.

Norway

Specialty low-calory foods. Jensen & Co. og P. M. Jensen A/S (importing wholesaler), 5a-b Torvgaten, Oslo. WTD 11/20/62.

Philippines

★★ Coconut products, preserves and fruit extracts; Philman Products, Inc., Marulas, Valenzuela, Bulacan. I.R.-568.

★★ General canned goods products (agency only); Sy Chi Siong & Co., 393 Banraca Street, Manila. I.R.-636.

204 Grain Mill Products

Germany

Grain such as wheat, corn, rye, and oats; foodstuffs. P. Kruecken (importer, wholesaler, commission merchant), 23 Altenbergerstr., 5 Koeln. WTD 11/29/62.

Philippines

★★ Feed supplements and concentrates; Antonio Floirendo, P.O. Box 45, Davao City. I.R.-377.

★★ Feed additives; Sarmiento Enterprises, Inc., Rm. 5, Metropolitan Theatre Building, Plaza Lawton, Manila. WTD 1961. I.R.-266.

Uganda

Rice. Shamji Gordhandas, Ltd. (importer, exporter, retailer), P.O. Box 93, Jinja. WTD 11/26/62.

209 Miscellaneous Foods

Israel

Feather meal of at least 65%-70% digested proteins. Ayalon Agricultural Supply Co., Ltd. (importer, manufacturer, exporter), 8 Nachlat Yitzhak St., Tel Aviv. WTD 7/18/62.

Philippines

★★ Castor bean oil, soybean oil. Philman Products, Inc., Marulas, Valenzuela, Bulacan. I.R.-568.

220 Textile Mill Products

Burma

● Mosquito netting, round mesh, 2 ply single mesh, 99,600 yards; ladies' handkerchiefs, colored woven fancy, fast color, 32,000 dozen; rayon shioze, colored, checked, fast color, 54,000 yards; printed haircord, guaranteed fast color, 360,000 yards; broadcloth, bleached (65% Tetron and 35% cotton), 150,000 yards. Tender No. 29 SNI 62/G.S.S., bid deadline January 7, 1963. Chairman, Civil Stores Committee No. (2), No. 77/91, Sule Pagoda Road, Rangoon.★ (WOrth 2-4294).

Germany

Wool and cotton rags and wiping cloths. Findeisen & Weber (importer, exporter, wholesaler), 55 Bulacher Strasse, Ettlingen/Baden.

Uganda

Polyester fiber fabric, mohair, silk and wool materials for men's garments; printed cotton dress materials. Ocean General Agency (manufacturer's representative), P. O. Box 907, Kampala. WTD 9/19/62.

224 Narrow Fabrics, Other Smallwares Mill Products

Norway

Florists' ribbons and supplies. Direct purchase and agency. Halvdan Nielsen A/S (importing wholesaler, manufacturer's agent), 8 Ryensvingen, Manglerud, Oslo. WTD 11/16/62.

225 Knitwear

Uganda

Men's outer knitwear. Ocean General Agency (manufacturer's representative), P.O. Box 907, Kampala. WTD 9/19/62.

227 Floor Coverings

Norway

Carpets of wool or 70% wool and 30% spun rayon; modern designs, no orientals; particularly sizes approximately 7' x 10'. A/S Koss (importing distributor, wholesaler), 43 Akersgt., Oslo. WTD 10/10/62.

228 Yarn, Thread Mill Products

Netherlands

Synthetic industrial yarns. Direct purchase and agency. Firma H. J. Stroink (sales agent), 12 Stationsplein, or P.O. Box 215, Enschede. WTD 11/16/62.

229 Textile Goods

Philippines

★★ Remnants; cotton prints, ¼ yard up; suitings, ¼ yard to 5 yards, rayon, mixtures of synthetic and cotton. Feres Textile Emporium, 992 Ilaya, Manila. I.R.-593.

★★ Remnants, 3 yards or more for manufacture of bed sheets and pillow cases. Sonia M. Bintig, 716 Banal, Tondo, Manila. NCIA. I.R.-554.

230 Apparel

Uganda

Men's casual wear, lightweight suits. Ocean General Agency (manufacturer's representative), P.O. Box 907, Kampala. WTD 9/19/62.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Germany

Black walnut veneers, 0.6 mm. sliced cut; ash and elm veneers of same thickness. Georg Hartmann (manufacturer, importer, exporter, wholesaler), 7501 Berghausen/Baden, Joehlinger Str. 11.

251 Household Furniture

Germany

All kinds of small furniture such as cabinets, chests, bookcases, consoles, mirrors, side tables; requests replies in German with price quotations c.i.f. Bremen. Direct purchase and agency. Portus Handelsgesellschaft Milewski & Bartels (importer), 6 Bahnhofstr., Bremen.

263 Paperboard Mill Products

Turkey

Industrial vulcanized fiber sheets 2-70 mm. thick, standard width and length. Hamparsum Sariyan (importer), Tersane Cad. No. 43, Galata, Istanbul. WTD 11/21/61.

264 Converted Paper, Paperboard Products

Norway

Florists' supplies, such as foil, labels, and tags. Direct purchase and agency. Halvdan Nielsen A/S (importing wholesaler, manufacturer's agent), 8 Ryensvingen, Manglerud, Oslo. WTD 11/16/62.

272 Periodicals: Publishing, Publishing and Printing

Philippines

★★ Magazines, distribution rights. Continental Publisher, 857 Raon, Manila. I.R.-551.

273 Books

Philippines

★★ Magazines, periodicals and films (distribution rights). Oriente Theatre Co., c/o Oriente Theatre, Cebu City. I.R.-281.

South Africa

Children's books: Coloring, novelty, story, cut-out, other types. S.A.A. Distributors (Pty.), Ltd. (importing distributor), 211 Albert Road, Woodstock, C.P. or P.O. Box 4463, Cape Town.

275 Commercial Printing

Switzerland

Musical scores. Rauber S.A. (importer, wholesaler, retailer), 21 Avenue des Alpes, Montreux, Vaud. WTD 11/15/62.

278 Bookbinding, Related Industries

Netherlands

Looseleaf ring binders and other types of high-frequency welded binders for albums, office use. Direct purchase and agency. Lekaplast N.V. (manufacturer), 35 Nieuwe Keizersgracht, Amsterdam.

281 Industrial Chemicals

Germany

Phosphoric acid in glass flasks, wicker basket or steel crate covered, 70-80 kg. net contents, or in iron drums containing 180-200 kg. net; offers to be submitted for 5 to 10-ton lots c.i.f. Hamburg. Reher & Ramsden Nachfig. (manufacturer, importer, exporter, wholesaler), Suederstr. 245/49, Hamburg 26.

Israel

All kinds of fermentation products. Ayalon Agricultural Supply Co., Ltd. (importer, manufacturer, exporter), 8 Nachlat Yitzhak St., Tel Aviv. WTD 7/18/62.

Philippines

★★ General line of chemicals (agency only). Mediprom Consolidated Industries, Inc., R-218 Samanillo Bldg., Escolta, Manila. I.R.-596.

282 Plastics Materials and Synthetic Resins, Rubber, Other Manmade Fibers

Netherlands

Plastic foils and laminations for high-frequency welding. Direct purchase and agency. Lekaplast N.V. (manufacturer), 35 Nieuwe Keizersgracht, Amsterdam.

Norway

Materials for plastics industry, such as vinyl, polyethylene, polystyrene, polypropylene, urethane, and others. Christian Berner A/S (importing distributor, manufacturer's agent), 2 Kongensgate, Oslo. WTD 8/31/62.

Philippines

★★ Poly Vinyl chloride scrap without textile backing. Brierfield Incorporated, Barrio Kangkong, Balintawak, Quezon City. I.R.-595.

Turkey

Industrial vulcanized fiber rods, 10-80 mm. in diameter. Hamparsum Sariyan (importer), Tersane Caddesi No. 43, Galata, Istanbul. WTD 11/21/61.

283 Drugs

Israel

Vitamins for veterinary purposes, especially A, B 12, K, E; requests price quotations and delivery terms. Also, methionine, choline chloride. Ayalon Agricultural Supply Co., Ltd. (importer, manufacturer, exporter), 8 Nachlat Yitzhak St., Tel Aviv. WTD 7/18/62.

Philippines

★★ General pharmaceuticals (agency only). Mediprom Consolidated Industries, Inc., R-218 Samanillo Bldg., Escolta, Manila. I.R.-596.

★★ Biological supplies and other related items (agency only). Mr. A. M. Cohen, 1025 San Marcelino St., Manila. I.R.-582.

★★ Pharmaceutical specialties, ethical or household remedies (agency or distribution). Furtzman & Co., 451 William Li Yao Bldg., Rizal Ave., Manila. NCIA. I.R.-660.

★★ Complete equipment for manufacture of poultry and livestock vaccine. Paulin Farms & Hatchery, 79 Magallanes St., Cebu City. I.R.-273.

★★ Drugs, pharmaceuticals, and affiliated chemical lines. Farmacia Socotto, J. M. Basa St., Iloilo City. I.R.-272.

284 Soap, Detergents and Cleaning Preparations, Perfumes, Cosmetics

Israel

Cosmetic articles, perfumes, toilet preparations, lipsticks; pricelists and samples requested. Direct purchase and agency. Betzalel Pisanty (importer, wholesaler, commission agent), 17 Lilienblum St., Tel Aviv.

Philippines

★★ Cosmetic and beauty aids; Phils. Gum Copal Dev., 1768 Simoun, Sampaloc, Manila. I.R.-614.

★★ Cosmetic and associated supplies in bulk for packaging in Philippines; Polly's Beauty Supply, 833 Quezon Blvd., Manila. I.R.-661.

285 Paints, Varnishes, Lacquers, Enamels, Allied Products

Iraq

● 12,000 gallons of khaki color paint. Terms and samples obtainable from Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, for 0.500 Iraqi dinars ($1.40) per copy. Tender No. EME/39/62. Bid deadline Jan. 7, 1963.

287 Agricultural Chemicals

Greece

● Ethyl parathion, 25% W.P., 50 metric tons. Estimated value $50,000. Tender No. 13833, bid deadline Jan. 9, 1963. National Tobacco Board, 9 Amerikis St., Athens.★ (WOrth 7-3910)

● Cotton dust (3-10-4, BHC, DDT, sulfur), 110 metric tons; cotton dust (10-5-40 toxaphene, DDT, sulfur), 30 metric tons; heptachlor, 25% or more, W.P., 4 metric tons; Kelthane, 18.5% W.P., 5 metric tons; 2, 4 D and 2, 4, 5 T mixture, 1,500 kg.; Ared (17% T.E.P.P., 18% Ovatran), emulsifiable concentrate, 5 metric tons; Melprex (u-dodecylguanidine acetate 65% or more), 2 metric tons; Glyodin 30%, 500 kg., summer oil emulsion, E.C. 80% by weight of pure oil. Estimated value $122,000. Tender No. 1725, bid deadline Jan. 10, 1963. Agricultural Bank of

Greece Permanent Supplies Committee, 23 Academias St., Athens.★ (WOrth 7-3910)

Philippines

★★ Agricultural chemicals (distributor); United Termite Control & Wood Preserving, Rm. 334, William Li Yao Bldg., Rizal Ave., Manila. I.R.-622.

291 Petroleum Refining

Israel

Acidulated acid oil in bulk quantities. Ayalon Agricultural Supply Co., Ltd. (importer, manufacturer, exporter), 8 Nachlat Yitzhak St., Tel Aviv. WTD 7/18/62.

301 Tires and Tubes

Hong Kong

● Tires, 1,540, and tubes, 1,360, of assorted sizes. Tender Stores C/52/58/63; bid deadline Jan. 4, 1963. Secretary, Tender Board, Colonial Secretariat, Government Offices, Lower Albert Road, Hong Kong.★ (WOrth 7-3381)

307 Miscellaneous Plastics Products

Germany

Special polytetrafluoroethylene products, such as highly resistant to wear-and-tear technical plastics and packing products, antiadhesive coatings, gaskets, packings, round cord for packings, wires, electric parts, folding bellows, filter tubing and disks, shaped pressed parts, mesh web packings, packing string for threads, glass fiber conveyor belts, packings for sliding rings, high-pressure hose, insulated parts for the electric industry, kneading packings, coaxal cables, piston rings, piston rod packings, bearings, magnetic rods, membranes, 'O' rings also coated, packings, paste, tubes, silk packings, spiral reinforcing rings, synthetic spray, hoses, coated packings, valve balls, valve seats, V-ring packings, shaft packings; requests replies from manufacturers only. Direct purchase and agency. Pampus Deutsche Gummiund Asbestgesellschaft (manufacturer, exporter, sales agent), 4005 Buederich/Duesseldorf, Postfach 126. WTD 10/31/62.

Netherlands

Cold or hot pressed polyester items. Direct purchase and agency. Van Wijk & Boerma N.V. (wholesaler, manufacturer), P.O. Box 95, Groningen.

Uganda

Plastic wares. Ocean General Agency (manufacturer's representative), P.O. Box 907, Kampala. WTD 9/19/62.

322 Glass and Glassware

Portugal

Domestic cooking and kitchen glassware. M. Ribeiro de Almeida, Lda. (importer, wholesaler, retailer), Caixa Postal No. 15, Sao Vincente, Cape Verde. WTD 6/6/62.

Uganda

Glassware. Ocean General Agency (manufacturer's representative), P.O. Box 907, Kampala. WTD 9/19/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

South Africa

Plumbago or graphite in stick or powder form for manufacture of lead pencils: 50 lb. each for high-quality HB, H, HH, and HHH pencils; requests price quotations c.i.f. Cape Town in South African rands (1 rand=$1.41 approximately) and suitable substitutes if requirements cannot be met. V. D. Hoven & Sons (Pty.), Ltd. (manufacturer), 4, Airlie Road, Bergvliet, Cape Town. WTD 11/23/62.

331 Steel Mill Products

India

■ Mild steel plates, 1,658.4 tons; high tensile steel plates, 52.234 metric tons. Required for the Shavarathi Valley hydroelectric project, first stage. Loan 120. Worldwide. Enquiry No. HCP/SVHEP-33/Nov. 1962. Bid deadline Jan. 4, 1963. Government of Mysore, Office of the Chief Engineer, Hydro-Electric Construction Projects, Post Bag No. 60, Bangalore 9. Interested suppliers on written application to the above, may, obtain forms on which the tender shall be submitted. Specifications for sale from India Supply Mission, 2536 Massachusetts Avenue, N.W., Washington 8, D.C.★

■ Large steel castings for manufacture of crushers, mills, kilns, Lepol plants, Fuller cooler, like forgings, shaftings, heat resisting castings, end bottoms, angle rings, girthgears, pinions, liverings, rollers, complete with relative patterns and inclusive of fees for inspection of castings; air separator with heavy-duty liners, hot air pipes, V-belt drive; component parts for motorized or hand-operated changeover valves, size 4" to 10" complete with spares; component parts for dust filters; oil firing equipment. Loan 157. U.S. source. IL#989642/DLF/157/61/HQ/CG.II. Ref. No. 5(14)/62-AID-II. Bid deadline Jan. 8, 1963. Associated Cement Companies, Ltd., 121 Queen's Road, Bombay. Cable: ACCPURCHEZ.★

■ Pittsburgh seamless carbon steel mechanical tubing, cold drawn, according to specifications. Loan 217. U.S. source. IL #A-594921/61-AU-DW/CCI/HQ/RM. Ref. No. 65(39)/62-AID(1). Bid deadline Jan. 10, 1963. Automobile Products of India, Ltd., Agra Rd., Bhandup, Bombay 78. Cable: APICAR.★

Mozambique

Galvanized corrugated iron sheets; must be competitively priced. Zuid Afrikaansch Handelshuis (general merchant, importer, exporter, shipping agent), P.O. Box 385, Beira. WTD 5/9/62.

Pakistan

■ Prime mild-steel billets, Standard SAE 1020, with usual tensile strength of 28/33 tons per sq. in. and elongation minimum 20% sulfur and phosphorus, not to exceed 0.05% each, size 2" and 2½" square in lengths of 18' and over. S/A No. RM 036127. Credit amount $43,672.

■ Prime annealed galvanized plain sheets, commercial coating of zinc, 1.25 oz. per sq. ft., according to ASTM A 316-58T or ASTM A93, seamless steam pipes, M. S. black in random lengths of 16/22', mild steel plates, mild steel joists, electrolytic tin plates, mild steel shafting, according to ASTM-A7, stainless steel rods (round bar), stainless steel tubing, pig iron. S/A No. RM 032984. Credit amount $66,990. Loan 7. U.S. source. Bid deadline Jan. 7, 1963. Sind Steel Corp., Ltd., West Wharf Road, Steel House,Karachi. Cable: SIND STEEL.★

■ Galvanized corrugated iron sheets, 1.25 oz. zinc coating, ASTM A361-59T, 1.75 oz. zinc coating ASTM A93-59T. Loan 7. U.S. source. S/A No. RM 056004. Invitation S-5/351/48/98/66/I&S/62. Bid deadline extended to Jan. 7, 1963, by Government of East Pakistan, Directorate of Supply, P.I.D.C. House (4th floor), Motijheel, Dacca 2. Copies of invitation to bid may be obtained from: M. S. Hasan, Attache Purchases, Embassy of Pakistan, 2201 R St., NW., Washington, D.C. Previously published in CBD 12/5/62 and IC 12/10/62, p. 33, with bid deadline of Dec. 27.★

■ B.S.A. 15 or A.S.T.M. equivalent, M. S. plates, 8' x 4' x ⅛", ⅜", ¾"; R.S. joists, 6" x 3", 7" x 4", 8" x 4", 8" x 5". Loan 7, U.S. source, S/A No. RM 055243. Credit amount $7,415. Bid deadline Jan. 3, 1963. Mahmood Engineering Works, 346 (Old 23) Goaltuly Lane, Enayet Bazar, Chittagong.

■ Standard quality prime M. S. billets, in length of 18' or over, with heat marks die stamped thereon, and accompanied by work test certificate, size 2" x 2", 2½" x 2½", 3½" x 3½". Loan 7. U. S. source. S/A No. RM 039893. Credit amount $12,266. Bid deadline Jan. 4, 1963. Pakistan Steel Re-Rolling Millsm Badami Bagh, Lahore. Cable: PAKSTEEL, Lahore.

■ High carbon steel, in lengths not exceeding 5 meters, in suppliers normal manufacturing lengths; nickel chrome case hardening steel; bright steel bars; alloy steel bars; rust resisting steel bars; centerless ground round steel bars; hot rolled normalized round bars. Loan 7. U.S. source. S/A No. RM 039565. Credit amount $174,930. Bid deadline Jan. 5, 1963. The Batala Engineering Corp., Ltd., The Mall, Lahore. Cable: BATENGCO.★

■ G. P. sheets, prime quality, 1.25 oz. zinc coating, 6' x 3', 26, 30, 31, 32, and 34 USG; 8' x 3', 24 BG. Loan 7. U.S. source. S/A No. RM 055266. Credit amount $5,347. Bid deadline Jan. 9, 1963. Noor Metal Industries, Chaumohani, Chawkbazar, Chittagong, East.

■ High-carbon steel bars with 1% carbon, annealed black, in random lengths; stainless steel sheets; stainless steel bars, seamless steel tubes. Loan 7. U.S. source. S/A No. RM 039854. Credit amount $8,610. Bid deadline Jan. 5, 1963. Khawri & Co., Nizamabad, P.O. Box No. 7, Wazirabad. Cable: KHAWRICO, Nizamabad.★

■ Pig iron. Loan 7. U.S. source. S/A No. RM 039070. Credit amount $6,090. Bid deadline Jan. 5, 1963. Punjab Oil Expellers Co., 80 Brandreth Road, Lahore. Cable: STEMSICO.

Philippines

★★ Machinery and equipment for manufacture of ⅜" to 4" galvanized pipe. Avegon, Inc., 2090 Invernes St., Sta. Ana, Manila. WTD November 1960. I.R.-94.

334 Secondary Smelting and Refining of Nonferrous Metals, Alloys

Ceylon

● Aluminum corrugated sheets, 37,000 pieces of 10 sizes. Bid deadline Feb. 12. Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo. Copy available for review only, Rm. 4813, Department of Commerce. Copies of bid tenders available Embassy of Ceylon, Commercial Secretary, 2148 Wyoming Ave., NW., Washington, D.C.★

Philippines

★★ Heavy gage aluminum foil for stamping into disposable trays. Acosta Food Products, Inc., 311 Newton, Buendia, Makati, Rizal. I.R.-375.

335 Rolling, Drawing, Extruding Nonferrous Metals

India

● Cables, accessories for Sharavathi Valley Hydro-Electric Project, 2d stage. Enquiry HCP/SVHEP-32/Nov. 1962, bid deadline Jan. 25. Tender documents available for $5.25 from India Supply Mission (ref. D/ENQ/605), 2536 Mass. Ave., NW., Washington 8, D.C. Offer for equipment manufactured in either U.S. or India.

342 Cutlery, Handtools, General Hardware

Netherlands

Toilet and manicure sets in high-frequency welded plastic cases. Direct purchase and agency. Lekaplast N.V. (manufacturer), 35 Nieuwe Keizersgracht, Amsterdam.

Norway

Florists' tools. Direct purchase and agency. Halvdan Nielsen A/S (importing wholesaler, manufacturer's agent), 8 Ryensvingen, Manglerud, Oslo. WTD 11/16/62.

343 Heating Apparatus and Plumbing Fixtures

Iraq

Plumbing fixtures. Direct purchase and agency. Jaafar H. M. Ali Al Wakil (importer, wholesaler, retailer), Shammash Bldg., Rashid St., Baghdad. WTD 11/27/62.

344 Fabricated Structural Metal Products

Greece

● Procurement, installation of 2 6,900 ton, 1 2,000 ton, 7 1,100 ton bolted metallic storage tanks for olive oil storage. Tender 242887/14461, bid deadline Jan. 8. U.S. purchase only; financed by AID funds. Ministry of Trade, Direction General of Procurements, Oil Concentration Service, Athens.★ (WO 7-4242.)

Italy

Components of light industrial and agricultural equipment; to manufacture other components for this equipment under license, and to assemble and sell equipment as representative of American manufacturer; components to be made by Giammatteo to be metal parts produced more economically in Italy, or with high shipping costs or customs charges. Giancarlo Giammatteo, Giammatteo G.—Costruzioni Meccaniche (producer of steel and light alloy door and window frames, special hardware hydraulically or electrically controlled, metal fabrication work), Via Tiburtina 663, Rome.

Philippines

★★ Oxyacetylene equipment (agency only. Inter-Island Gas Service, Inc., Shaw Blvd., Mandaluyong, Rizal. I.R.-611.

★★ Grease fittings for autos and machinery; lathe tool holders. Overseas Hardware Company, 1308 Azcarraga St., Manila. I.R.-598.

★★ Wind mills (distributor). Overseas Shipping & Trading, 2427-A T. Earnshaw, Tondo, Manila. I.R.-559.

348 Fabricated Wire Products

India

● Chain, 5,000 ft. ¼" diameter wrought iron, short link to B.S.S. No. 1696 of 1951 or ¼" diameter electrically welded mild steel to B.S.S. 590 of 1949 for use in cranes. Tender No. 80/SCC; bid deadline Jan. 3. Earnest money $232.56 (1,000 rupees) required. Tender forms available from Controller of Stores, Bombay Port Trust, Mazagon, Bombay 10, for $.50 (2.30 rupees) plus mailing charges.★ (WO 7-5589)

Philippines

★★ New, surplus wire rope, 6' x 19' right lay-steel center 1⅛", 1", ⅞", ¾", ⅝", ½", ⅜". Inter-Island Development, Inc., 1260 Claro M. Recto Ave., Manila. I.R.-565.

351 Engines, Turbines

Philippines

★★ Diesel marine engines, slow speed, reconditioned, 300 hp. Javellana Shipping & Trading, 2427-A T. Earnshaw, Tondo, Manila. I.R.-559.

Uruguay

● Supply and installation of gas turbine generator set 20,000 kw. Bid No. 5400/62; deadline April 2, 1963. Usinas Electrioas y los Telefonos del Estado (UTE), Calle Paraguay 2431, Montevideo. Specifications for review only in Room 4124, Power and Electrical Equipment Division, BDSA. (WOrth 7-4242)

352 Farm Machinery, Equipment

Japan

★★ Seeks agency for rotary harvesters, agricultural tractors. Kubota Iron & Machinery Works, Ltd., 6, 3-chome, Nihonbashi-Edobashi Chuo-ku, Tokyo. WTD 2/62. I.R.-72★

Philippines

★★ Power sprayers for insecticides and agricultural chemicals (distributor). United Termite Control & Wood Preserving, Rm. 334 William Li Yao Bldg., Rizal Ave., Manila. I.R.-622.

353 Construction, Mining, Materials Handling Machinery and Equipment

Germany

New types of cable-laying equipment, ground and open line. Direct purchase and agency. Maschinenbau Hafenhuette Peter Lancier (manufacturer), Postfach 911, 44 Muenster/W. WTD 11/26/62.

Building machinery such as earth graders and scrapers, earth moving bulldozers, excavators, tractors, power shovels, mobile cranes, conrete and cement mixers, material conveying equipment, any similar machinery for the building trade; requests replies in German from manufacturers only. Direct purchase and agency. Heusel & Wedel KG (wholesaler), Postfach 1070, 4630 Bochum/W. WTD 11/20/62.

India

■ Disc grinder, horizontal spindle disc grinder, diameter of discs 18" arranged for driving from a separate motor, mounted on the back with sheave on spindle, motor sheave, V-belt, belt guard, right and left hand heavy welded steel water hoods for motor driven cool and circulating pump; rotary wire stripper, suitable for stripping single conductors, solid or stranded, up to ⅝" outside diameter, the strip adjustable from ¼" to 1¾"; lift truck, battery operated straddle type fork lift, 'walkie' type, maximum lifting height 130" from floor, capacity about 1,500 lb., with batteries and built-in battery charger, suitable for operation from 230 v. Loan 157. U.S. source. IL989339/DLF-157/61. Ref. No. 4(172)/62-AID.II. Bid deadline Jan. 9, 1963. Larsen & Toubro, Ltd., P.O. Box No. 278, I. C. House, Dougall Road, Ballard Estate, Bombay.★

● 12 rock drills powered by single cylinder air cooled 2-stroke gasoline engine. Tender No. SE-528/Rein, bid deadline Jan. 28, 1963. Director of Indian Bureau of Mines, Nagpur. Copies of Specifications available from ACME Division, Room 4025, Department of Commerce.

Pakistan

■ Dumping tractor shovels, 3, on track chain with 1½-cu.-yd. bucket capacity and 10 ft. dumping height, (from center of hinges into ground), with spare parts; dumping trucks, 2, with 5-cu.-yd. capacity, fitted with diesel engine, 6-wheeler, with spare parts. Loan 6. Worldwide. VA-2/ICA/66951/DLF/62. Bid deadline Jan. 10, 1963. Director General of Supply &Development, Frere Road, Karachi.★

Philippines

★★ Crawler tractor, 6 used, caterpillar D-7, D-8 or similar; motorgraders, 6 used, caterpillar 12 or equivalent; Heights Constructions, Inc., 75 Halcon St., Quezon City. I.R.-605.

★★ Floating crane, used 70-80 tons, prefers with barge; Delgado Brothers, Inc., Delgado Bldg., P. O. Box 242, Manila. I.R.-599.

★★ Construction and logging heavy equipment, used, to be reconditioned in local shops; Eco Machinery, Inc., 1105 D. de los Santos Ave., Quezon City. I.R.-558.

★★ Caterpillar D-8's and D-9's with angle hydraulic dozers, triple drum logging winches and rippers, Kenworth logging tractors with 5th wheels; Rafael C. Aquino Trading Co., Inc., Rm. 612 R. Santos Bldg., Plaza Goite, Manila. NCIA. I.R.-563.★

★★ 2 cat D-7's and 1 D-8 with angle dozer and double drum Hyster winch; 4 logging winches, triple drum, with or without power; 3 Diamond T or Red trucks, 5 ton, without or with bed; Inter-Island Development, Inc., 1260 Claro M. Recto Ave., Manila. I.R.-565.

★★ Heavy duty conveyor equipment for loading and unloading of bulk freight at dock facilities; Cebu Development Corp., 3d Floor Insular Life Bldg., Cebu City. I.R.-91.

★★ Reconditioned yarders, loaders, other equipment for logging industry; Sarmiento Enterprises, Inc., 258 Uyanguren St., Davao City. I.R.-271.

★★ Road grader and D-6 or D-7 bulldozer (deferred payment basis); Reuben & Co., 258 Uyanguren St., Davao City. I.R.-276.

Sudan

● Diesel-electric barge mounted crane, 10 ton cap. at 25 ft. radius (less barge) existing barge on which crane to be affixed is 100 ft. long, 29 ft. beam. Tender 2751, bid deadline Jan. 22. Office of Controller of Stores, Sudan Railways, Atbara.

354 Metalworking Machinery, Equipment

Brazil

Automatic machine for making lead or tin capsules for wine bottles; automatic machine for making aluminum capsules for champagne bottles. Heitor Truccolo (manufacturer), Caixa Postal 56, Rua Buarque de Mecedo 1420, Garibaldi, Rio Grande do Sul.

France

Metalworking machinery and tools for metals of all types, such as portable tapping, screwing, boring, drilling, and milling machines, electric and/or pneumatic; power metal grinders; metal-cutting saws, band, alternating, and ribbon type; hand drillers, machine tools; related tools, accessories or attachments, industrial hardware and supplies, all kinds which may be offered at competitive prices at present on the French market. Direct purchase and agency for France or section thereof. Ets. Fourni-Auto (Andre Thevin & Cie.) (wholesaler), 116 rue Fondaudege, Bordeaux, Gironde. WTD 10/2/62.

Germany

Machine tools. Direct purchase and agency. Hilger & Kern (wholesaler), 68 Mannheim, Kaefertaler Str. 253-255.

Machinery for production of cables. Direct purchase and agency. Maschinenbau Hafenhuette Peter Lancier (manufacturer), Postfach 911, 44 Muenster/W. WTD 11/26/62.

Iraq

● Cutting tools, handtools, measuring instruments. Tender No. 53/62, bid deadline Jan. 26, 1963. Directorate of Industrial Services, Daura Oil Refinery, Baghdad.★ (WOrth 7-2723)

Japan

★★ Used machine tools; Shimizu Sangyo Co., Ltd. (Tokyo Branch), Hamamatsucho, Shiba, Minato-ku, Tokyo. NCIA. I.R.-71.

Philippines

★★ Machinery for manufacture of optical hinges and screws and Temple wire core; Acebedo Optical Co., Inc., 416 Estero Cegado, Acebedo Bldg., Manila. I.R.-601.

★★ General machine tools, used A-1 condition; M.O. Ponce Shipyards, P.O. Box 207, Cebu. WTD 10/17/62. I.R.-620.★

★★ Machinery and dies for stamping aluminum trays for use in airline service; Acosta Food Products, Inc., 311 Newton, Buendia, Makati, Rizal, I.R.-375.

★★ Cylinder honing machine, Van Norma #200-8; cylinder grinder, inside capacity to 16"; complete installation for rebuilding crawler tractor rollers by submerged arc-welding (also idlers and rails), turning device for maximum 2 rollers at a time; piston turning and grinding machine, capacity 2" - 8"; line boring bar stationart (tobin-arp), capacity to Cat D-8; pin fitting machine (tobin-arp); Ramos Machine Shop, Bacolod City, Negros. I.R.-285.

355 Special Industry Machinery

Ecuador

Machinery for complete installation of a small phonograph record plant; requests replies in Spanish. Dr. Gilberto Contreras N. (manufacturer), P.O. Box 2372, Quito.

Germany

Fully automatic machinery for production of cardboard containers, paper plates, meat trays; requests replies in German from manufacturers only. Fried.-Aug. Bartling KG (manufacturer), Im Dahler Feld, 4711 Bork/Westfalen. WTD 11/23/62.

India

■ Complete plant for manufacture of 50 tons per day of dense soda ash, from light, consisting of the briquetting machines, crushing, grinding, screening, and recycling units. Dense ash should have particle size between 1 mm. to 0.1 mm. Loan 157. U.S. source. IL:#989549/DLF.157/61/HQ/CG.III. Ref. No. 4 (148)/62-AID.II. Bid deadline Jan. 10, 1963. Saurashtra Chemicals, Porbandar (Prop: Jiyajeerao Cotton Mills, Ltd., Birlanagar, Gwalior).

Israel

■ Allis-Chalmers model 530, or equal, hydrocone crusher, with feed hopper and immersion oil heater. Loan 66. U.S. source. Subauthorization 66A/495. Bid deadline Jan. 7, 1963. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y. Tenders should refer to S/A number and be prepared on basis of f.a.s. U.S. or European port. Delivery desired by March 1963, with prices itemized and showing both trade and cash discounts. Suppliers may devise own forms for submitting tender, in duplicate to buyer.

Italy

Offset printing press for transferring lithography to cylindrial aluminum containers, 4 color; production: 3,500-4,000 copies an hour; external diameter of each container, 100 mm.; minimum diameter of container, 20 mm.; maximum length of printed area, 260-65 mm.; operating voltage, 3 ph. 220 v., 50 c. Bombrini Parodi Delfino (manufacturers), 31 Via Lombardia, Romefl. WTD 10/6/60.

North Borneo

Veneer-making machinery: lathe size 7-9'; dryer including boiler; clipper; tools for maintaining sharp edges on lathe; electrical components to meet local specifications; available current 400 v., 3 phase, 50 cycle, a.c.; requests replies from manufacturers only with c.i.f. Sandakan prices and catalogs. Kwan Kun Ming, Man Woo Loong & Co. (importer, exporter, wholesaler), P. O. Box 7, Sandakan.

Norway

Teaching and educational devices and machines for schools. Direct purchase and agency. C. Grindvold A/S (importing wholesaler, manufacturer's agent), 16 Tidemandsgate, Oslo. WTD 8/8/62.

Philippines

★★ Machinery for manufacture of automatic brake linings and rubberized coconut fiber to make cushions; D.M.G. Inc., 43 Libertad, Mandaluyong, Rizal. I.R.-607.

★★ Used galvanizing plant for bolts; Javellana Shipping & Trading, 2427-A T. Earnshaw, Tondo, Manila. I.R.-559.

★★ Equipment for manufacturing mimeographing stencils and inks, typewriter ribbons; Business Machines Corp., 61 Shaw Blvd., Mandaluyong, Rizal. I.R.-606.

★★ Machinery for manufacture of polyurethane foam (flexible types) for use in bedding; Sleeprite Bedding Corp., 266 Metropolitan Ave., Makati, Rizal. I.R.-585.

★★ Machinery to process bottled fresh milk needing no refrigeration; Pedro L. Arroyo, Airport Subdivision, Bacolod City, Occidental Negros. I.R.-578.

★★ Bottle washing machine and pasturizing equipment, 1,000 to 2,000 of 11 or 12 ounce bottles of "tuba"; Arguelles & Co., 329-D Matienza St., Manila. I.R.-574.

★★ Complete veneer plant; Agvid Construction Co., Inc., 1523 Milagros Street, Manila. I.R.-569.

★★ Plywood veneer plant; Tinio Lumber Co., Inc., Rm. 402, Puyat Bldg., Manila. I.R.-669.

★★ Machinery for manufacture of chemicals from sugar molasses; American International Corp., 2107 A. Mabini, Malate, Manila. I.R.-664.

★★ Complete mill, used A-1 condition, for producing (in inches) 6 x 40, 20 x 16 x 31, 60 x 60 and 30 x 30 x 39, 64 x 56 and 16 x 12 x 36½ cloth bags; American Asia Enterprises, Inc., 444 10th Ave., Grace Park, Caloocan City. I.R.-650.

★★ Complete plant for manufacture of spun concrete pipe from 6" through 72" diameter, 6' to 8' lengths; Philippine Tiles Corp., Regina Bldg., Escolta, Manila. I.R.-640.

★★ Machinery for manufacture and processing rags, burlaps, curtains, draperies, mats, matting, etc. from abaca; Fiber Enterprises of the Philippines, Inc., 52 M.H. del Pilar, San Francisco del Monte, Quezon City. I.R.-639.

★★ Reconditioned veneer plant, capacity 3-4 million sq. ft./month; Jaro Co., Inc., 297 "A" Bonifacio St., Quezon City. I.R.-637.

★★ Complete sawmill (used), 10-20T Board feet/day capacity, veneer and plywood plant (used), small capacity; SSS Lumber Co., Inc., 176 R. J. Fernandez, San Juan, Rizal. I.R.-635.

★★ Juice extracting plant, mounted on trailer with integral power, storage capacity 100 gal.; small juice canning plant; small plant to manufacture liquid starch from cassava; Santa Monica Enterprises, 2424 E. Zamora St., Pasay City. I.R.-627.

★★ Concrete making machinery, preferably centrifugal type; Cebu Development Corp., 3d Floor Insular Life Bldg., Cebu City. I.R.-91.

★★ Machine for filling encapsulating ballast with polyester (fluorescent light ballast); Radio Electronic Headquarters, Inc. Rehco; 173 P. Gomez, P.O. Box 1400, San Juan, Rizal. I.R.-508. WTD 2/19/62.

★★ Canning equipment for milk, meats, and fish; Namarco, Gabu City. I.R.-284.

★★ Bailing machine for coconut fiber; fiberboard-making machinery for box production; bagmaking machinery (jute); dyemaking machinery; Vismin Orwiveco, Inc., 153 Calderon St., Cebu City. I.R.-283.

★★ Spinning and weaving machines and equipment for cottonized abaca; Abaca Development Board, Magallanes Drive, Manila. I.R.-379.

★★ Feedmaking machinery and fishmeal machinery; Antonoio Floirendo, P.O. 45, Davao City. I.R.-377.

★★ Molds and vibrator for making concrete drainpipe 4" to 24" std. length; all machinery necessary for producing clay drain pipes (smallest production possible); 4" to 24" diameter; Jose L. Espinos, Bacolod City, Cebu. I.R.-267.

★★ Machinery for carbon dioxide production; Philippine Acetylene Co., Inc., 1155 Cristobal, Paco, Manila. WTD 54. I.R.-268.

★★ Machine for boring and routing hand holes in box ends; band saw, single or double blade; planes for 2 or 4 side planing of 18" pieces; Santos Lumber Co., Inc., Cebu City. I.R.-506.

★★ Machinery for manufacture of corrugated boxes and containers such as chick boxes, egg trays, egg cartons, and meat trays; Paulin Farms and Poultry, 79 Magallanes St., Cebu City. I.R.-273.★

South Africa

Machinery and equipment for manufacture of lead pencils, suitable for small factory; output 3,000 units hourly. Machinery to shape and join halves of wooden cylinders, round and hexagonal; to lay plumbago or graphite sticks; to manufacture plumbago sticks; for embossing name on finished products; equipment for varnishing and painting; requests price quotations c.i.f. Cape Town in South African rands (1 rand=about US $1.41) with approximate delivery date. V. D. Hoven & Sons (Pty.), Ltd. (manufacturer), 4, Airlie Road, Bergvliet, Cape Town. WTD 11/23/62.

356 General Industrial Machinery and Equipment

Germany

Circulation pumps for central heating installations; requests replies in German. Alfred Kaut & Co. (wholesaler, importing distributor), 33-35 Tannenbergstr., Wuppertal-Elberfeld. WTD 2/16/61.

Greece

● Deep well submersible pumps, 3, well-heads, 3, supply and erection of the above, and performance of 3 drillings for water to a depth of approximately 120 meters. Bid deadline Jan. 15, 1963. Water Supply Organization, 72 Megalou Alexandrou St., Thessaloniki.★ (WO 7-5589).

● Rubber seated butterfly valves, 16-30" and 16-24", of cast iron to conform to AWWA specs C-504-58 and flanged to conform to AWWA specs C207-55 for steel pipe flanges. Tender 920, estimated value $80,000, bid deadline Jan. 3. Greek Water

Company, 4 Kolokotroni St., Athens.★ (WO 7-5589)

India

■ No. 3' diameter x 4' face scraper discharge rotary vacuum filter with 37.6 sq. ft. of filter area constructed essentially of mild steel and cast iron, complete with drum assembly, valve assembly, tank assembly, discharge and agitator assembly, No. 3' diameter by 4' face drum filter, having twelve sections and 38 sq. ft. of filtering area, complete with following accessories: 150 vapor purge type positive rotary piston single stage high vacuum pump; Universal mixer. Loan 157. U.S. source. IL#990087/DLF-157/HQ/61/CCI/CG. III. Ref. No. 4 (108)/62-AID-II. Bid deadline Jan. 8, 1963. Associated Rubber & Chemical Industries, 38 Vijayanagar Colony, Sadashiv Peth, Tilak Road, Poona, 2.★

Norway

Tag machinery for laundry and dry cleaning identification. Dymo Norsk A/S (importing distributor), 20 Ringeriksveien, Sandvika, Oslo. WTD 10/17/62.

Philippines

★★ Ammonia compressors, 8 x 8, 9 x 9, 10 x 10, used; Javellana Shipping & Trading, 2427-A T. Earnshaw, Tondo, Manila. I.R.-559.

South Africa

Wrapping machine to handle mill steel bars consisting of the following: ⅜" diameter to 1⅝" diam. round steel bars, 1" x 1" to 2" x 2" angle iron, ¼" to 1" thick by ¾" to 6" wide flat iron; these materials to be made up in bundles weighing from 1 to 2 tons and from 10' to 40' long; requests preliminary prices, brochures, drawings, and recommendations for type of paper. P. A. Cuthbert & Co. (Pty.), Ltd. (manufacturer's representative), P.O. Box 8357, Johannesburg. WTD 3/27/62.

357 Office, Computing, Accounting Machines

Philippines

★★ Checkwriters, mimeographing equipment, and all types of office supplies (distributor); Business Machines Corp., 61 Shaw Blvd., Mandaluyong, Rizal. I.R.-606.

358 Service Industry Machinery

Japan

★★ Sewage purification and drainage equipment; Japan Organo Co., Ltd., #8 Kikuzako-cho, Bunkyo-ku, Tokyo. I.R.-77.★

Philippines

★★ Refrigeration components and parts; Lanuza & Co., Inc., 443 Sales St., Santa Cruz, Manila. I.R.-577.

South Africa

Commercial dry cleaning machinery, equipment, accessories. Nannucci, Ltd. (dry cleaner, dyer), Ravenscraig Road, Woodstock, Cape Town.

Commercial laundry and pressing machinery, equipment, accessories. Amalgamated Laundried, Ltd. (laundry), Ravenscraig Road, Woodstock, C. P. or P. O. Box 4015, Cape Town.

361 Electric Transmission, Distribution Equipment

India

■ Mechanical draft cooling tower divided into four equal sections. Each tower to be designed to cool 40,850 U.S. r.p.m. of water from 106° F. to 90° F., based on 79° F. wet bulb temperature. Loan 190. U.S. source. Tender No. 1396-MS-3. Bid deadline Dec. 28. Government of Orissa, Office of Engineer-in-Charge, Talcher Thermal Scheme, Bhubaneswar 1, Orissa. Copies of specifications may be obtained by qualified bidders from: Gibbs & Hill, 393 Seventh Ave., New York 1, N.Y. Attention H. A. Johnson.

■ 3-phase, 50-cycle, double wound, core type, buried distribution transformers, 5. Loan 157. U.S. source. IL#989974/DLF-157/61/HQ/CGI. Ref. No. 4(136)/62-AID-II. Bid deadline Jan. 2, 1963. General Manager, B.E.S.&T. Undertaking, Best House, Ormiston Road, P. B. No. 192, Colaba, Bombay 1.★

Iraq

● Supply and erection of three distribution substations including transformers, switchgear, and other miscellaneous equipment. Bid deadline Dec. 31. Terms and specifications available from Directorate of Military Works in the Ministry of Defense, Baghdad, for $28. Copy for review only in Room 4124, Power and Electrical Equipment Division. (WOrth 7-4242)

Philippines

★★ Electrical wiring and industrial electrical equipment, switch gear, circuit breakers, high tension line equipment, electrical conduit of polystyrene (agent or distributor). E. J. Mora Electric Co., Inc., 14th & Chicago St., Manila. I.R.-590.

Trinidad

● Supply of single-phase 6900/240-120 v., distribution transformers; tender No. 590 covers 60 transformers at 50 kv.-a. and tender No. 591 includes 70 transformers at 75 kv.-a. Deadline for both tenders, Jan. 7, 1963. The Trinidad and Tobago Electricity Commission, 63 Frederick St., Port of Spain.★ (WOrth 7-4242)

362 Electrical Industrial Apparatus

Greece

● Four automatic diesel generating units, 3-phase, 50-c. 231/400 v., a.c. generators, capacity 55-65 kv.-a. Bid No. DED-595. Closing date January 4, 1963. Public Power Corporation (PPC), 30 Chalkokondyli St., Athens. Specifications for review only in Room 4124, Power and Electrical Equipment Division, BDSA. (WOrth 7-4242)

India

● Supply of one automatic diesel engine generating set, 3-phase, 4-wire, 50-c. engine to comply with B.S. specifications and generator to conform to B.S. 2613 specifications. Bid No. SE-591, deadline Jan. 21, 1963. Director of Indian Bureau of Mines, Nagpur. Specifications for review only in Room 4124, Power and Electrical Equipment Division, BDSA (WOrth 7-4242); available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

Philippines

★★Electric annealing furnace for silicon steel laminations for fluorescent light ballasts, 1200 degrees C., continuous. Opening 6 in. square, about 15 ft. long for trays holding about 13 lb.; Radio Electronic Headquarters, Inc., Rehco, 173 P. Gomez, P.O. Box 1400, San Juan, Rizal. WTD 2/19/62. I.R.-508.

364 Lighting and Wiring Equipment

New Zealand

● Supply of miscellaneous airport lighting equipment including lamps, isolating transformers, and rubber plugs and receptacles. Tender No. CAQ 200/62, bid deadline Jan. 14, 1963. Stores Manager Civil Aviation Administration, Private Bag, Wellington. Specifications for review only in Room 4124, Power and Electrical Equipment Division, BDSA. (WOrth 7-4242)

365 Radio, Television Sets, Except Communication Types

Philippines

★★ Used TV sets; Francilou International, 1821 G Singalong St., Malate, Manila. I.R.-645.

Switzerland

Radios, television sets, pick-ups, recorders. Rauber S.A. (importer, wholesaler, retailer), 21 ave. des Alpes, Montreux, Vaud. WTD 11/15/62.

366 Communications Equipment

Greece

● Supply of spare parts for automatic telephone sets of the German type as per specifications (in German). Bid No. 6133, bid date Jan. 12, 1963. Tenders, by registered letter, should be addressed to the President of the Supply Committee of the OTE, 4 Sophocles St., 6th floor, room 3, Athens, Greece. Specifications available for review or loan from the Communications Industries Division, BDSA, Room 4805.★ (WO 7-4822)

367 Electric Components and Accessories

Philippines

★★ Pole line hardware; Southern Electric Products, 290 Dasmarinas St., Manila. I.R.-608.

371 Motor Vehicles, Accessories, Maintenance Equipment

Germany

Equipment of all kinds for use in automotive repair shops, filling stations and garages; requests replies in German from manufacturers only. Direct purchase and agency. Heusel & Wedel KG (wholesaler), Postfach 1070, 4603 Bochum/W. WTD 11/20/62.

India

■ Motor vehicle parts. Loan 217. U.S. source. IL#865434/DLF/61/EI/B. Ref. No. 60(345)/62-AID(1). Bid deadline Jan. 15, 1963. Conwest Private, Ltd., 448 Lamington Road, Bombay 4. Cable: CONWEST, Bombay Grigaum.★

■ Green clutch release bearings, discal precision clutch plates, fitted with wire woven facing on both sides, discal clutch pressure assemblies, steering and suspension parts; coil springs and tie rod ends. Loan 217. U.S. source. IL#119424/DLF/61/EI/B. Ref. No. 60 (353)/62-AID(1). Bid deadline Jan. 6, 1963. Auto & Radio Equipment Co., 316 Vithalbhai Patel Road, Bombay 4.★

■ Motor vehicle parts. Loan 217. U.S. source. IL#129484. Ref. No. 60(366)/62-AID(1). Bid deadline Jan. 6, 1963. Sundram Iyengar & Sons Private Ltd., West Veli St., Madurai 1.★

■ Automotive testing equipment. Loan 217. U.S. source. IL#E.129499/62/EI/M. L.II. Ref. No. 53(106)/62-AID(1). Bid deadline Jan. 12, 1963. India Motor Parts & Accessories, Ltd., Post Box No. 2422, 1/155 Mount Road, Madras 2, Cable: INDIAMOTOR, Madras.★

■ Motor vehicle spares. Loan 217. U.S. source. IL#E.128290/62/EI/M. Ref. No. 60 (362)/62-AID(1). Bid deadline Jan. 10, 1963. Sundaram Motors Private Ltd., Post Box No. 713, 37 Mount Road, Madras 6. Cable: SUNMOTOR, Madras.★

Mexico

Automobile air conditioners and accessories. Autos Nazas, S.A. (retailer), Blvd. Torreon No. 999 Ote., Torreon, Coahuila. WTD 12/7/62.

Spare parts for automobiles and trucks; requests replies in Spanish. Refaccionaria Gonzales, S.A. (importer, wholesaler, retailer), Madero 1155 Oriente, Monterrey, Nuevo Leon. WTD 1/9/62.

Philippines

★★ Spare parts for Jeeps; Majestic Motors, Inc., 944 Rizal Avenue, Manila. I.R.-562.

★★ Surplus military parts for Jeeps, weapons carriers and 6 x 6's; Manila Enterprises, Inc., Suite 300 Cortes Ochoa Bldg., 184 Dasmarinas St., Manila. NCIA. I.R.-658.

372 Aircraft and Parts

Portugal

Aircraft spare parts, engine parts, radio equipment, and parachutes. Sociedade Comercial Luso-Italiana, Lda. (sales agent), 3 Rua das Pedras Negras, Lisbon 2. WTD 7/30/62.

373 Ship and Boat Building, Repairing

Philippines

★★ 1 or 2 LCT or LCM ships; Inter-Island Development, Inc., 1260 Claro M. Recto Ave., Manila. I.R.-565.

★★ Hydrofoil boats, 60 to 100 passengers; Javellana Shipping & Trading, 2427-AT. Earnshaw, Tondo, Manila. I.R.-559.

★★ Six steel hulled boats suited for sardine fishing and for trawling; Visayan Packing Corp., Bacolod City, Cebu. I.R.-87.

381 Engineering, Laboratory, Scientific, Research Instruments

South Africa

● Two electronic auto analyzers for biochemical analysis of pathological specimens. Bid deadline Jan. 9, 1963. Tender Advisory Board, Box 358, Pietermaritzburg.

384 Surgical, Medical, Dental Instruments and Supplies

Philippines

★★ Orthopedic braces and supplies. Manila Electric Co., 900 San Marcelino, Manila. I.R.-92.

386 Photographic Equipment, Supplies

India

■ Photographic equipment, accessories; cylinder plating equipment; cylinder engraving equipment; miscellaneous equipment for cylinder making department. Loan 157. U.S. source. IL#995869/DLF. 157/60/HQ-CG.I. Ref. No. 41(46)/62-AID-II. Bid deadline Jan. 15, 1963. Paper Products, Ltd., Vaswani Mansions, 5th Floor, 120, Dinshaw Vachha Road, Bombay 1. Cable: PRINTPAK, Bombay.

Philippines

★★ Photographic supplies (agency only). American International Corp., 2107 A. Mabini, Malate, Manila. I.R.-664.

★★ Cameras, sound and laboratory for production of commercial films. Fame Inc. (Film Advertising Media Exhibitions, Inc.), 614 San Luis St., Manila. I.R-618.

★★ Cameras, lighting equipment, developing and printing equipment for wallet size photos (mass production-industrial). Photo Materials Co., Inc., 235 D. Jakosalem St., Cebu. I.R.-89.

393 Musical Instruments, Parts

Switzerland

Musical instruments. Rauber S.A. (importer, wholesaler, retailer), 21 Avenue des Alpes, Montreux, Vaud. WTD 11/15/62.

394 Toys, Amusement, Sporting, Athletic Goods

South Africa

Toys, games, carnival novelties, outdoor sporting goods. S.A.A. Distributors (Pty.), Ltd. (importing distributor), 211 Albert Road, Woodstock, C.P. or P.O. Box 4463, Cape Town.

395 Pens, Pencils, Other Office and Artists' Materials

South Africa

Fountain pens, propelling pencils, ballpoint pens, other sundries and novelties for stationery trade. S.A.A. Distributors (Pty.), Ltd. (importing distributor), 211 Albert Road, Woodstock, C.P. or P. O. Box 4463, Cape Town.

396 Costume Jewelry, Costume Novelties, Buttons, Notions

Norway

Florists' supplies, pins, wire. Direct purchase and agency. Halvdan Nielsen A/S (importing wholesaler, manufacturer's agent), 8 Rvensvingen, Manglerud, Oslo. WTD 11/16/62.

South Africa

Hair ornaments, costume jewelry, novelties, gifts; suitable for department stores. S.A.A. Distributors (Pty.), Ltd. (importing distributor), 211 Albert Road, Woodstock C.P. or P.O. Box 4463, Cape Town.

Uganda

Costume jewelry. Ocean General Agency (manufacturer's representative), P.O. Box 907, Kampala. WTD 9/19/62.

398 Miscellaneous Manufacturing Industry Products

Germany

Gift and bazaar articles, ornamental knick-knacks; requests replies in German with price quotations c.i.f. Bremen. Direct purchase and agency. Portus Handlesgesellschaft Milewski & Bartels (importer), 6 Bahnhofstr., Bremen.

Ghana

Black wigs, but not jet black, measurements 21" to 23", natural looking, reasonable in price, made of synthetic material; short but long enough to cover the ears; straight or softly curling bouffant style; 100 required. Ghana National Trading Co. (Government importer, retail store), P.O. Box 67, Accra. WTD 3/30/62.

Israel

Metal and plastic cosmetic sets, powder boxes, perfume sprayers, vaporizers of glass or other materials; requests price lists and samples. Direct purchase and agency. Betzalel Pisanty (importer, wholesaler, commission agent), 17 Lilienblum St., Tel Aviv.

Netherlands

Plastic advertising gifts. Direct purchase and agency. Lekaplast N.V. (manufacturer), 35 Nieuwe Keizersgracht, Amsterdam.

Philippines

★★ Brand-name consumer items such as toys, cosmetics, clothing, radios; Mrs. Jose Almalel Herber, 106 B-J. Fernando, Pasay City. NCIA. I.R.-553.

505 Farm Products, Raw Materials

Philippines

★★ Interested in contacting foor exporters and food brokers; Ambophos Enterprises, Inc., 801 Tennessee, Manila. I.R.-615.

509 Miscellaneous Wholesale Products

Italy

Iron scrap. Renato Sollier (sales agent), 18 Via G. Puccini, Naples. WTD 11/28/62.

Spain

Cotton waste and rags to be used for cleaning engines; requests replies in French or Spanish. Casa Vidal (importer, ship chandler), Muelle de la Puntilla, Ceuta. WTD 8/3/62.

781 Motion-Picture Production, Distribution

Philippines

★★ Interested in associating with U.S. moxie producers. Smith Sound Systems Laboratories, 176 R.J. Fernandez, San Juan, Rizal. I.R.-570.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified

011 Field Crop Farms

Norway

Raw cotton. O. Braende (manufacturer's agent), 7 Prof. Dahlsgate, Oslo. WTD 7/6/62.

019 Miscellaneous Commercial Farms

Germany

Seeds for farming and gardening. Exclusive agency. Wilhelm D. Stoll (importer, wholesaler), 137 Schwachhauser Ring, Bremen. WTD 5/10/61.

200 Food

Germany

Canned meat products; canned and powdered soup; canned and dried fruit, canned vegetables, pulses (peas, beans, and lentils) either in wholesaler or in retail packs; parboiled rice and cornflakes in retail packs; cocoa powder and chocolate

specialties. Exclusive agency. Wilhelm D. Stoll (importer, wholesaler), 137 Schwachhauser Ring, Bremen. WTD 5/10/61.

Netherlands

Food products and other products of good quality to be sold to groceries, supermarkets. Handelsonderneming Gerard Roovers (importer, wholesaler, exporter, agent), 12 Karnemelkstraat, Breda. WTD 11/23/62.

Dried and canned foods. Jules van Cleef (agent), 3a Kipstraat, Rotterdam 1. WTD 3/17/59.

203 Canning and Preserving Fruits, Vegetables, Sea Food

Netherlands

Dried fruit, canned fruit, edible nuts. Cooperatieve Inkoopvereniging "Novak" U.A. (importer, agent), 572 Prinsengracht, Amsterdam.

204 Grain Mill Products

South Africa

White milled rice. E. Steadman (Pty.), Ltd. (importing distributor, manufacturer's agent), Trust House, Main Road, Rondebasch, C.P. WTD 11/1/62.

208 Beverage Industry Products

South Africa

Fruit juice bases and concentrates for manufacture of aerated mineral water; and aerated mineral water. The Wynberg Mineral Water Works (David & Salkow) (manufacturer), Wolfe St., Wynberg, C.P.

220 Textile Mill Products

South Africa

Printed lawn lingerie fabrics of polyester fiber, cotton and synthetic composition; price about $0.60 to $0.70. Vanson Sales (Pty), Ltd. (manufacturer's agent), 340 Victoria Road, Salt River, or P.O. Box 1666, Cape Town. WTD 11/21/62.

221 Broad Woven Fabrics, Cotton

Norway

Terry cloth towels, medium and low priced, attractive colors and designs (not printed). C. Heitmann-Jacobsen (manufacturer's agent), 4 Tollbugaten, Oslo. WTD 11/5/62.

South Africa

Cotton embossed lingerie fabrics, plain and printed, price about $0.27-$0.33. Vanson Sales (Pty), Ltd. (manufacturer's agent), 340 Victoria Road, Salt River or P.O. Box 1666, Cape Town. WTD 11/21/62.

225 Knitwear

Surinam

Women's knitted under garments; moderate priced. Paul Ernandes Agencies (import agent), Zwartenhovenbrugstraat 30 or P.O. Box 787, Paramaribo. WTD 12/4/62.

233 Women's, Misses', Juniors' Outerwear

Norway

Ladies' and misses' bathing suits. Olaf Jerstad (manufacturer's agent), 6 Bjorn Farmanns gate, Oslo. WTD 10/25/62.

234 Women's, Misses', Children's, Infants' Undergarments

Rhodesia and Nyasaland

Medium priced women's lingerie, in small quantities; requests replies from manufacturers only. Denis Roughley & Co. (Pvt.), Ltd. (manufacturer's representative), P.O. Box 1524, Salisbury, Southern Rhodesia. WTD 6/19/62.

Surinam

Women's under garments of cotton, polyester fiber or other synthetic fabrics; moderate priced. Paul Ernandes Agencies (import agent), Zwartenhovenbrugstraat 30 or P.O. Box 787, Paramaribo. WTD 12/4/62.

260 Paper and Allied Products

Switzerland

Wood pulp for paper making; waste paper stock. Commission agency for Europe. Etienne Schwabacher (import agent), 19 Ave. Villamont, or Case Postale St. Francois, Lausanne, Vaud. WTD 2/1/61.

262 Paper Mills

South Africa

Paper for printing trades. Exclusive agency. Press Supplies, Ltd. (importing distributor), P.O. Box 2401, Cape Town.

281 Industrial Chemicals

Norway

Maleic anhydride. Petter Gravensten (manufacturer's agent), 127B Bygdoy Alle, Oslo. WTD 10/31/62.

283 Drugs

Burma

Antibiotics and vitamins. Grahams Trading Co. of Burma, Ltd. (importer, exporter, wholesaler, sales and indent agent, shipping, fire and marine insurance agent), 32 31st St., Rangoon. WTD 11/28/62.

Antibiotics for humans and animals. Exclusive agency. Empire Trading Co. (importer, exporter, manufacturer's representative), 666 Merchant St., Rangoon. WTD 10/29/62.

Netherlands

Ethical and nonethical pharmaceutical products. N.V. Handelsvereniging A. J. ten Doesschate (importer, manufacturer), 10-12 Menno van Coehoornsingel, Zwolle. WTD 11/16/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Netherlands

Cosmetics. N.V. Handelsvereniging A. J. ten Doesschate (importer, manufacturer), 10-12 Menno van Coehoornsingel, Zwolle. WTD 11/16/62.

Surinam

Cosmetics, moderate price range. Paul Ernandes Agencies (import agent), Zwartenhovenbrugstraat 30 or P.O. Box 787, Paramaribo. WTD 12/4/62.

289 Miscellaneous Chemical Products

Germany

Adhesives for construction purposes; requests replies from manufacturers only. Commission agency. Ottje Behnen (sales agent), Freiburg i. Breisgau, Bernlappstr, 23. WTD 6/13/62.

South Africa

Printing inks. Exclusive agency. Press Supplies, Ltd. (importing distributor), P.O. Box 2401, Cape Town.

295 Paving, Roofing Materials

Burma

Asphalt for road construction, surface dressing and grouting: grade 80/100; penetration at 25 C. 80/100; solubility in C.S. 2. 99.5% min.; specific gravity 100 min.; melting point in R & B in C., 40/50 C.; application temperature 350 C.; packing 36 I.G. 24 gage steel drum, multiple corrugated with 6″-7″ pressed in lids. Lower Burma Indenting Agency (manufacturer's representative, commission agent), 30 27th St., Rangoon. WTD 9/12/62.

314 Footwear

Surinam

Ladies' slippers, sandals, moccasins, loafers, and other open footwear suitable for tropics; moderate prices. Paul Ernandes Agencies (import agent), Zwartenhovenbrugstraat 30 or P.O. Box 787, Paramaribo. WTD 12/4/62.

322 Glass, Glassware

Germany

Complete sets of drinking glasses, such as tumblers, goblets, sherbet, champagne, wine, and cocktail glasses; requests replies in German with prices quotations c.i.f. Bremen. Direct purchase and agency. Portus Handelsgesellschaft Milewski & Bartels (importer), 6 Bahnhofstr., Bremen.

Netherlands

Heat resistant glass jugs with lid and wooden handle. Hoogerhuis & Smit N.V., Groothandelsgebouw (importer, manufacturer's agent), 45 Stationsplein, Rotterdam 4.

331 Steel Mill Products

Switzerland

Cold and warm rolled stainless steel sheets and plates; cold rolled stainless strips; warm rolled and grain oriented—cold rolled—dyname (electro) sheets; stainless steel pipes; seamless tubes. Commission agency for Europe. Rene Nobs, Successeur de Nobs & Pluss (wholesaler), 56 Ave. de France, Lausanne, Vaud. WTD 10/30/62.

335 Rolling, Drawing, Extruding Nonferrous Metals

Burma

Aluminum circles for manufacture of cooking and other utensils. Lower Burma Indenting Agency (manufacturer's representative, commission agent), 30 27th St., Rangoon. WTD 9/12/62.

342 Cutlery, Handtools, General Hardware

France

Tools and accessories relating to tires. Le Relais du Pneu (wholesaler), 13 ave. des Fleurs, Le Perreux (Seine). WTD 10/19/62.

Germany

Household and kitchen utensils and appliances, hand-operated; handtools; tools

for home workshops of do-it-yourself handyman; requests replies in German from manufacturers only. Krummacker & Co. oHG (wholesaler, retailer), Postfach 133, 49 Herford/Westfalen. WTD 11/20/62.

Mozambique

Artisan and garden tools, cabinet hardware. Exclusive agency. A. Teixeira & Cia. (Beira), Lda. (general hardware dealer, general merchant), P.O. Box 358, Beira. WTD 7/18/61 on parent organization, A. Teixeira & Cia., Lda., Lourenço Marques.

343 Heating Apparatus, Plumbing Fixtures

Mozambique

Sanitary ware. Exclusive agency. A. Teixeira & Cia. (Beira) Lda. (general hardware dealer, general merchant), P.O. Box 358, Beira. WTD 7/18/61 on parent organization, A. Teixeira & Cia. Lda., Lourenco Marques.

352 Farm Machinery, Equipment

Burma

Poultry incubators, tropical insulated, washable, from 250 to 2,500 eggs; brooders 250 to 2,500 chicks; 220/230 volts, a.c., 50 cycles. Lower Burma Indenting Agency (manufacturer's representative, commission agent), 30 27th St., Rangoon. WTD 9/12/62.

Germany

Power lawn mowers; requests replies in German from manufacturers only. Krummacker & Co. oH.G. (wholesaler, retailer), Postfach 133, 49 Herford/Westfalen. WTD 11/20/62.

Italy

Agricultural machinery; requests replies in Italian or French. G. Carta Murtas (dealer), Via Tirso 62, Oristano (Cagliari, Sardinia).

353 Construction, Mining, Materials Handling Machinery and Equipment

Burma

Crawler tractors 220/270 b.h.p. with blade and ripper; crawler tractors 120/150 b.h.p. with blade and ripper; rubber tired dozers with blade 200/220 b.h.p.; self propelled 2 axle 14/15 cu. yd. scrappers; overhead loaders 3-cu.-yd. bucket capacity, crawler type. Exclusive agency. Empire Trading Co. (importer, exporter, manufacturer's representative), 666 Merchant St., Rangoon. WTD 10/29/62.

Japan

★★ Distributorship sought for winches, materials handling equipment for dock use; Kashiwa Shipping & Trading Co., Tokyo Marine Bldg., No. 6 1-chome, Marunouchi, Chiyoda-ku, Toyko. NCIA. I.R.-98.

354 Metalworking Machinery

Burma

Lathe machines, drilling machines, shaping machines, boring machines, gas welding equipment. Empire Trading Co. (importer, exporter, manufacturer's representative), 666 Merchant St., Rangoon. WTD 10/29/62.

355 Special Industry Equipment

Germany

Machinery, equipment, and accessories for outfitting and operation of beverage producing plants of the soft drinks, wine, and hard liquor industry, including bottling machines, bottle washers, bottle capping machines; machines for making carbon acid; water purification equipment, counting apparatus, conveyor belts, bottle caps. Exclusive agency for all or northern part of West Germany. Gustav Hilbert KG (wholesaler, sales agent), 40 Syker Str., Delmenhorst (Oldbg.).

Netherlands

Special marking and coding machines used in Plastics and metal industries; special automatic machinery for assembling. Automator C.A. (importing distributor), 7-9 Posthoornstraat, Rotterdam 1. WTD 11/23/62.

Textile machinery. Firma H. J. Stroink (sales agent), 12 Stationsplein or Postbus 215, Enschede. WTD 11/16/62.

New Zealand

Completely integrated plant for manufacture of casein plastics, most modern equipment available; requests technical assistance on erection of plant and putting it into operation. Commercial Sales Corp. (marketing consultant), Dilworth Bldg., Queen St. or P.O. Box 1283, Auckland, C.1. WTD 8/27/62.

South Africa

Press, 4-color, to print cloth labels, about 5" wide with rereeling; preferably a bench model and not for aniline inks. Press Supplies, Ltd. (importing distributor), P.O. Box 2401, Cape Town.

Printing trade machinery and equipment. Exclusive agency. Press Supplies, Ltd. (importing distributor), P.O. Box 2401, Cape Town.

356 General Industrial Machinery and Equipment

Burma

Electric air compressors, 230 v., a.c. Exclusive agency. Empire Trading Co. (importer, exporter, manufacturer's representative), 666 Merchant St., Rangoon. WTD 10/29/62.

Burma

Centrifugal pumps, monoblock type; suction from road mains 1"; delivery ¾"; overhead 80'; capacity per hour 300 gal. or more; motor of ½ to 1 h.p.; voltage of motor 220/230 v., 50 c., single phase; compressors for tube wells: 4" x 4" single cylinder delivering 16 cu. ft. of free air per minute at 100 lb. pressure; 2" x 2" double cylinders delivering 32 cu. ft. of free air per minute at 100 lb. pressure. Lower Burma Indenting Agency (manufacturer's representative, commission agent), 30 27th St., Rangoon. WTD 9/12/62.

Japan

★★ Seeks agency for manufacturer of hydraulic pumps, transmissions and low speed fluid drives; Kayaba Kogyo K.K., 1 Shibaura 1-chome, Minato-ku, Tokyo. NCIA. I.R.-99.

358 Service Industry Machines

Italy

Industrial refrigerators; requests replies in Italian or French. G. Carta Murtas (dealer), Via Tirso 62, Oristano (Cagliari, Sardinia).

Netherlands

Wishes to act both as consultants and as technical representatives of U.S. manufacturers of sewage water treatment installations. Ingenieursbureau Grabowsky & Poort N.V. (consulting engineer), 10 Rijnstraat, The Hague. This firm's prospectus is available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, WO 7-4675.

362 Electrical Industrial Apparatus

Brazil

Automatic electrical switches for industrial use. Instrumentos e Reguladores do Brasil (manufacturer, sales agent), Rua Lourenco de Almeida 799, São Paulo. WTD 11/19/62.

Burma

Welding sets with accessories. Exclusive agency. Empire Trading Co. (importer, exporter, manufacturer's representative), 666 Merchant St., Rangoon. WTD 10/29/62.

Japan

★★ Distributorship for electric control equipment; Nippon Denki Co., Ltd., 261 Imaizumi-cho, Ota-ku, Tokyo. NCIA. I.R.-68. ★

Norway

Servomechanisms for use on ships, for steering, hatch lifting, loading and unloading, and other purposes. Olsen & Gronvold (manufacturer's agent), 2 Karl Johansgate, Oslo. WTD 11/28/62.

363 Household Appliances

Germany

Refrigerators and deep freezers; electric household and kitchen utensils and appliances; requests replies in German from manufacturers only. Krummacker & Co. oHG (wholesaler, retailer), Postfach 133, 49 Herford/Westfalen. WTD 11/20/62.

Italy

Refrigerators and other household electrical appliances: requests replies in Italian or French. G. Carta Murtas (dealer), Via Tirso 62, Oristano (Cagliari, Sardinia).

366 Communication Equipment

Brazil

Transceivers for light aircraft. Control S.A. Industria e Comercio de Aparelhos Eletronicos (manufacturer, sales agent), Rua Coronel Diogo 1145, or Caixa Postal 8591, São Paulo.

South Africa

Electronic burglar alarm or security equipment. Electronic Developments (Pty.), Ltd. (importer, retailer, manufacturer, exporter), African City, 100 Eloff St., Johannesburg. WTD 11/21/62.

367 Electronic Components, Accessories

Brazil

Electronic components for VHF, UHF, FM, AM, HF, and SSB. Agency for São Paulo, Rio de Janeiro, Pôrto Alegre, Recife, Londrina, and Paranagua. Control S.A. Industria e Comercio de Aparelhos Eletronicos (manufacturer, sales agent), Rua Coronel Diogo 1145 or Caixa Postal 8591, São Paulo.

382 Instruments for Measuring, Controlling, and Indicating Physical Characteristics

Brazil

Temperature measuring instruments for plastics and chemical processing industries; photoelectric counters for industrial

use; pneumatic control valves, pneumatic recorders, flow measuring devices, registering recorders for chemical industry. Instrumentos e Reguladores do Brasil (manufacturer, sales agent), Rua Lourenco de Almeida 799, São Paulo. WTD 11/19/62.

509 Miscellaneous Wholesalers

Kenya

Hosiery and textile rejects. Hembro Agencies (manufacturer's representative), P.O. Box 2705, Nairobi. WTD 11/26/62.

Leads for Importers

Commodities are offered direct unless specified.

011 Field Crop Farms

Philippines

★★ Black tobacco filler. Manila Enterprises, Inc., Suite 300, Cortes Ochoa Building, 184 Dasmarinas St., Manila, NCIA. I.R.-658.

230 Apparel and Other Finished Products Made From Fabrics and Similar Materials

Philippines

★★ Finishing work for U.S. clothing manufacturers. Luzon-Visayas-Mindanao Home Industries Producers Assn., 851 Banas Bldg., Avenida Rizal, Manila. NCIA. I.R.-654.

★★ Finishing work for U.S. clothing manufacturers, specifically fine embroidery. Serafil R. Salonga, c/o American Chamber of Commerce, Inc., Elks Club Bldg., Dewey Blvd., Manila. I.R.-653.

★★ Subcontract finishing work on clothing. Augustus A. Roche, 696 Cordillera St., Highway Hills Subd., Mandaluyong, Rizal. NCIA. I.R.-651.

232 Men's, Youths', and Boys' Furnishings, Work Clothing, and Allied Garments

Philippines

★★ Shirts; Freeman Shirt Mfg. Co., 620 Plaza Calderon de la Barca, P.O. Box 2466, Manila. I.R.-600.

243 Veneer Mill Products

Germany

Decorative veneers of teak wood, palisander, French walnut, German oak, different kinds of ash and burl. Georg Hartmann (manufacturer, importer, exporter, wholesaler), Joehlinger Strasse 11, 7501 Berghausen/Baden.

Philippines

★★ Bamboo surface inlaid panels for use as tile, table tops, screens, room dividers. Pedro F. Aquino, Jr., 1731 Bautista St., Makati, Rizal, Manila. NCIA. I.R.-621.

★★ Philippine mahogany (U.S. agent). Jaro Company, Inc., 297 "A" Bonifacio St., Quezon City, Manila. I.R.-637.

249 Wood Products

Indonesia

Balinese wood carvings. First class hard wood. Direct or through agent. P.T. Interniaga Corp. (export merchant, commission merchant), 38 Djalan Mawar (P. O. Box 358), Surabaya. WTD 10/30/62.

264 Converted Paper and Paperboard Products, Except Containers and Boxes

Germany

Stained glass paper, wallpaper for doll houses, decoration paper, and oatmeal paper. Direct or through agent. Pickhardt & Siebert K.G., 90-96 Kaiserstrasse, 527 Gummersbach. WTD 11/8/62. Samples.★

285 Paints, Varnishes, Lacquers, Enamels, and Allied Products

Burma

Lac. Ready available stock—5,000 lb. Man Yadana Trading Co., Ltd., 142-144 Bogyoke St., Rangoon. WTD 9/24/62. Samples.★

302 Rubber Footwear

Philippines

★★ Sub-contract fabrication of plastic slippers with 2-inch heel, "Step-In," from supplied raw materials. Brierfield Inc., Barrio Kangkong, Balintawak, Quezon City. I.R.-595.

★★ Rubber sandals (U.S. agent). Marvex Industrial, 643-45 Quezon Blvd., Manila. I.R.-592.

307 Miscellaneous Plastics Products

Philippines

★★ Several plastic items. Solar Plastic Products, 1398 Samson Road, Caloocan City, Manila. I.R.-566.

326 Pottery and Related Products

Philippines

★★ Sculptured cement tiles (70 different patterns). C.G. deLeon, 456 Espana Extension, Quezon City. NCIA. I.R.-550.

329 Abrasive, Asbestos, and Miscellaneous Nonmetallic Mineral Products

Canada

White and clean chrysotile asbestos short fibers. Direct or through agent. Hedman Mines, Ltd. P.O. Box 467, Timmins, Ontario. WTD 11/26/62.

353 Construction, Mining and Materials Handling Machinery and Equipment

Germany

Small motor graders for contractors, communities, forestry authorities and landscape gardeners. Distributor. Maschinenbau Ulm GmbH, Mozartstrasse 12, Ulm/Donau. WTD 10/20/60.

394 Toys, Amusement, Sporting and Athletic Goods

Germany

Wooden toys. Wilhelm Ruhwinkel, Inh. Josef Ruhwinkel, 4 Fr.-Buelten-Strasse, 4445 Neuenkirchen b/Rheine. WTD 11/14/62. Brochures.★

396 Costume Jewelry, Costume Novelties, Buttons, and Miscellaneous Notions, Except Precious Metals

Philippines

★★ Handicrafts made of abaca such as handbags, place mats, sandals (U.S. agent). Francilou International, 1821 "G" Singalong St., Malate, Manila. NCIA. I.R.-645.

★★ Handicrafts (U.S. agent or distributor); Luzon-Visayas-Mindanao Home Industries Producers Assn., 851 Banas Bldg., Avenida Rizal, Manila. NCIA. I.R.-654.

★★ Visayan black fern baskets, trays and handbags. Hannibal De Los Reyes, 124 B. Mayapis St., San Antonio Village, Makati. Rizal. NCIA. I.R.-662.

★★ Handicraft wood carvings, abaca shoes and slippers, weaving materials and Kapiz shell products. Aristocrat, Inc., Aristocrat Restaurant, cor. San Andres, Dewey Blvd., Manila. I.R.-634.

★★ Wood trays of acacia (U.S. agent). Kawayan Woodarts, Inc., 101 Samat St., Mandaluyong, Rizal. NCIA. I.R.-630.

399 Manufacturing Industries, Not Elsewhere Classified

Germany

Electrically operated automatic shooting targets; synchronized and hand-operated shooting targets. Waffen-Jung (manufacturer, wholesaler, retailer), Sofienstrasse 26, 7 Stuttgart-S.

504 Groceries and Related Products

Philippines

★★ Salted peanuts, roasted. Jose Richefort, 2152 O'Donnel, Manila. NCIA. I.R.-612.

599 Gift Shops

Mexico

Mexican arts and crafts articles including ladies' handbags of straw fiber, ceramics, copper and brass goods, onyx articles, bongos, maracas, clothing, artificial flowers, wood carvings. Direct or through agent. Fiesta de Mexico, Av. Coyoacan No. 1530, Mexico 12, D.F. WTD 11/14/62.

739 Business Services, Not Elsewhere Classified

Japan

★★ Industrial consultant in light industry area. Universal Industries Co., 2-1344, Setagaya, Setagaya-ku, Tokyo. NCIA. I.R.-83.

891 Engineering and Architectural Services

Philippines

★★ Will conduct architectural and engineering work for U.S. firms entering Philippines; Trans-Asia Engineering Associates, Inc., 1020 Dewey Blvd., Manila. I.R.-667.

★★ Wants correspondent with U.S. consulting engineering firm who can use research group for handling economic and political surveys in Philippines; The Research Group, 1105 Florida, Manila. I.R.-613.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

A list of heavy construction projects and a list of building projects published during the second quarter of 1962 is available on loan. ★

MALAYA

A grain silo with a capacity of 20,000 tons at an estimated cost of $2 million (M$7 million) is planned for the Jurong Estates. The project will consist of an elevator capable of handling 150 tons per hour, railway siding connecting with the Malayan Railway, bagging facilities, buildings and ancillary equipment. Interested firms may contact Niam Tong Dow, Esquire, Chief Investment Promotion Division, Economic Development Board, Fullerton Bldg., P.O. Box 2962, Singapore.

An iron ore loading plant with a capacity of 2 million tons, at an estimated cost of $3 million (M$9 million), for exportation of bulk iron ore from Jurong's industrial harbor area, is planned for the Jurong Estate in the Federation of Malaya. A mechanical conveyor system will permit the loading of ore on carriers at the rate of 1,500 to 2,500 tons per hour. Interested firms may contact Niam Tong Dow, Esquire, Chief Investment Promotion Division, Economic Development Board, Fullerton Bldg., P.O. Box 2962, Singapore.

The Economic Development Board of the Federation of Malaya will make technical and economic feasibility studies available to interested investors in a medium-sized sheet glass plant with a yearly operating capacity of 10 million square feet. A fixed and working capital of $2.5 million (M$6.5 million) is required. The Economic Development Board would be prepared to recommend the award of pioneer status, a good industrial site, and financial assistance to entrepreneurs. Interested American firms may contact Niam Tong Dow, Esquire, Chief Investment Promotion Division, Economic Development Board, Fullerton Bldg., P.O. Box 2962, Singapore.

SENEGAL

Plans for the construction of a steel plant in Senegal are being considered by the Senegalese Government. The plant as proposed will be jointly owned by the Senegalese Government and Compagnie Metallurgique et Miniere, 8 rue Bellini, Paris, the French firm being majority stockholder. The proposed plant will have an annual capacity of approximately 30,000 metric tons.

Interested American firms should write direct to Abdoul Aziz Wane, Director of Industry, Ministry of Commerce, Dakar.

TURKEY

The Public Utilities Directorate, City of Izmir, has announced plans for the construction of a municipal gas plant in Izmir at an estimated cost of $2.25 million. It is intended that the plant be designed and equipped by an American firm.

Interested American firms who have designed and built similar structures can submit brochures and other descriptive literature of their functions to Izmir Eshot Umum Mudurlugu, Izmir.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA

Ronald Young Goss, representing H.F. Trading Co., 187 Farramatta Road, Camperdown, N.S.W., interested in purchasing (possibly on a permanent association basis) vinyl and nylon upholstery and trimmings used in automotive work; also vinyl and nylon upholstery used in lounge chairs and suites. Scheduled to arrive January 1 via Honolulu for a 1-month visit. U.S. address: Australian Consulate General, Fifth Avenue, New York, N.Y. Itinerary: New York, Chicago, High Point, Grand Rapids, Toledo, Detroit.

Hamilton A. Mainsbridge, representing Aquila Steel Co. Pty., Ltd., 154-164 Euston Road, Alexandria, N.S.W., requesting technical information on design, and production and installation techniques of aluminum window frames. Especially interested in viewing on-the-job installations. Scheduled to arrive December 13 via Honolulu for a 6-week visit. U.S. address: c/o Biltmore Hotel, Los Angeles, California. Itinerary: San Francisco, New York, Chicago, Los Angeles, Honolulu.

ISRAEL

Gedalia Mozes, representing G. Mozes, 24 Jaffa Road, Haifa (P.O. Box 1453), interested in import and an agency. Would like to purchase iron tools and technical supplies. Interested in seeing factories which produce iron tools. Scheduled to arrive 1st week in January via New York for a 3-month visit. U.S. address: c/o Jona Goldrich, 6377 Orange Street, Los Angeles, California. Itinerary: New York, Cleveland, Newark, San Francisco, Los Angeles, Pittsburgh.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated November, unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Advertising Media—Guatemala.
Alcoholic Beverage Manufacturers—Denmark.
Architects, Builders, Contractors and Engineers—Guadeloupe, Martinique, and French Guiana.
Architects, Builders, Contractors and Engineers—Tunisia.
Boat and Ship Builders, Repairers and Chandlers—Guatemala.
Boot and Shoe Importers and Dealers—Netherlands Antilles.
Business Firms—Kingdom of Saudi Arabia, October.
Canneries and Frozen Food Producers and Exporters—Spain, October.
Chemical, Synthetic, Organic Manufacturers—Japan.
Coal, Coke and Fuel Importers and Dealers—Italy.
Coffee, Tea and Cocoa Exporters—Malaya.
Curios, Novelties and Handicraft Manufacturers and Exporters—France.
Dry Goods and Clothing Importers and Dealers—Iraq.
Electronic Equipment for Home Entertainment, Phonograph Record and Prerecorded Magnetic Tape Importers, Dealers and Manufacturers—Guadeloupe, Martinique and French Guiana.
Glass and Glassware Importers, Dealers and Manufacturers; Chinaware and Household Pottery Product Importers and Dealers—Hong Kong.
Instrument, Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Honduras.
Instrument, Medicial, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Thailand.
Iron and Steel, Nonferrous Metal, and Building Material Importers and Dealers—Iran.
Iron and Steel, Nonferrous Metal, and Building Material Importers and Dealers—Netherlands Antilles.
Machinery Equipment and Supply, Electrical Importers and Distributors—India, October.
Metallurgical and Metal Working Plants—Ceylon.
Mining Companies and Exporters of Ores—Burma.
Mining Companies and Exporters of Ores—Hong Kong.
Motor Bus Lines and Transport Companies—Sweden.

☆ U.S. GOVERNMENT PRINTING OFFICE: 1962—651967/23

Calendar *for international traders*

January

5—Jacksonville World Trade Night, Robert Meyer Hotel, **Jacksonville, Fla.** 8:00 P.M. Sponsors: REEC and local civic bodies.

9—Export Trade Seminar, Opening Session (8 weeks), **Jacksonville, Fla.** Sponsors: Jacksonville Chamber of Commerce; Duval County Board of Public Instruction; U.S. Department of Commerce, Jacksonville office.

10—Forecasting Conference of Chamber Commerce of Greater Philadelphia, **Philadelphia, Pa.** Sponsor: Chamber of Commerce of Greater Philadelphia.

14—Export Trade Seminar, Opening Session (9 weeks), **Pensacola, Fla.** Sponsors: Adult Distributive Education Division, Escambia Board of Public Instruction; Pensacola Port Authority; Pensacola Chamber of Commerce; Industrial Management Assn.; and, U.S. Department of Commerce, Jacksonville Field Office.

15—First Monroe Conference on Exports, **Monroe, Louisiana.** Speaker: The Honorable Charles M. Meriwether, Director, Export - Import Bank of Washington. Sponsors: Northeast Louisiana State College; Louisiana-Mississippi Regional Export Expansion Council; Monroe Chamber of Commerce; Small Business Administration; U.S. Department of Commerce.

16—Export Expansion Seminar, Chicago-Sheraton Hotel, **Chicago, Ill.** Sponsors: Illinois Committee for Trade Expansion and the Regional Export Expansion Committee.

17—U.S. Trade Mission to Greece, Terminal Conference. Sheraton-Plaza Hotel, **Boston, Mass.** Sponsor: U.S. Department of Commerce.

17—Businessmen's Conference of U.S. Trade Mission to Italy; **New York, N.Y.** Sponsor: U.S Department of Commerce.

18-25—Orientation to Brazil Program, Gould House, **Ardsley-on-Hudson, N.Y.** Sponsor: Office of Special Service to Business and Industry, New York University.

22—Businessmen's Conference of U.S. Trade Mission to Japan; **Cleveland, Ohio.** Sponsor: U.S. Department of Commerce.

23—Agricultural-Industry Conference, **Salt Lake City, Utah.** Sponsor: State of Utah.

23-25 — International Engineering Convention, **Boulder, Colo.** Sponsor: University of Colorado.

24—World Trade Club of St. Louis, Inc., Dinner Meeting. Rose and Crown Room, Cheshire Inn, **St. Louis, Mo.**

25—Businessmen's Conference of U.S. Trade Mission to Spain; **Ft. Lauderdale, Fla.** Sponsor: U.S. Department of Commerce.

February

7—U.S. Trade Mission to Greece, Terminal Conference. Sheraton-Plaza Hotel, **Boston, Mass.** Sponsor: U.S. Department of Commerce.

11-14—International Heating & Air Conditioning Exposition, **New York, N.Y.** Sponsor: American Society of Heating, Refrigerating and Air-Conditioning Engineers.

12-13—Conference for Corporation Executives on Current Developments in Western Europe. **Washington, D.C.** Sponsor: School of Advanced International Studies, The Johns Hopkins University, Washington, D.C.

14—Monthly meeting of the International Trade Club of Chicago. **Chicago, Ill.**

14—Businessmen's Consultations on U.S. Trade Mission to Italy and Spain. Sheraton-Plaza Hotel, **Boston, Mass.** Sponsor: U.S. Department of Commerce.

18—Businessmen's Consultations on the U.S. Trade Mission to Japan. Worcester Chamber of Commerce, **Worcester, Mass.** Sponsors: Worcester Chamber of Commerce and U.S. Department of Commerce.

March

14—Monthly Meeting of the International Trade Club of Chicago. **Chicago, Ill.**

14—Businessmen's consultations, U.S. Trade Mission to Italy and Spain. Sheraton-Plaza Hotel, **Boston, Mass.** Sponsor: U.S. Department of Commerce.

19—Electronic Industries Assn. Symposium on European Markets for Electronic Products, Statler-Hilton Hotel, **Washington, D.C.**

April

15-16—Conference for Corporation Executives on U.S. Business in Africa. **Washington, D.C.** Sponsor: School of Advanced International Studies, The Johns Hopkins University, Washington, D.C.

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